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# The McKinley Herald.

VOL. III, No. 6 BUFFALO, N. Y., AND McKINLEY, ISLE OF PINES. DECEMBER, 1907.

# ISLE OF PINES EARLY GRAPEFRUIT SELLS AT RECORD-BREAKING PRICES.

## Growers get from $3.00 to $5.00 per Box Returns on the First Commercial Crop of Grapefruit sold in Northern Cities. The Public eagerly Welcomes it as the Queen of Table Fruits and pays from 15c to 25c a piece for the Delicacy.—Dealers Enthusiastic and Re-order all they can get.

The first commercial crop of Grapefruit raised in the Isle of Pines has been harvested and the fruit sold at the fruit stores of the principal cities of this country.

Wholesale dealers report sales of this fruit to the trade etc., at from $5 per box in New York to $7 per box in western cities, demand **steady** and market **firm.**

The fruit retailed in October and November at **15c to 20c a piece** at the finest fruit stores in the cities of **Cleveland, Toledo, Pittsburg** and **Buffalo** and was listed on the menus as **"Isle of Pines Early Grapefruit"** at the most fashionable hotels and restaurants at 25c each.

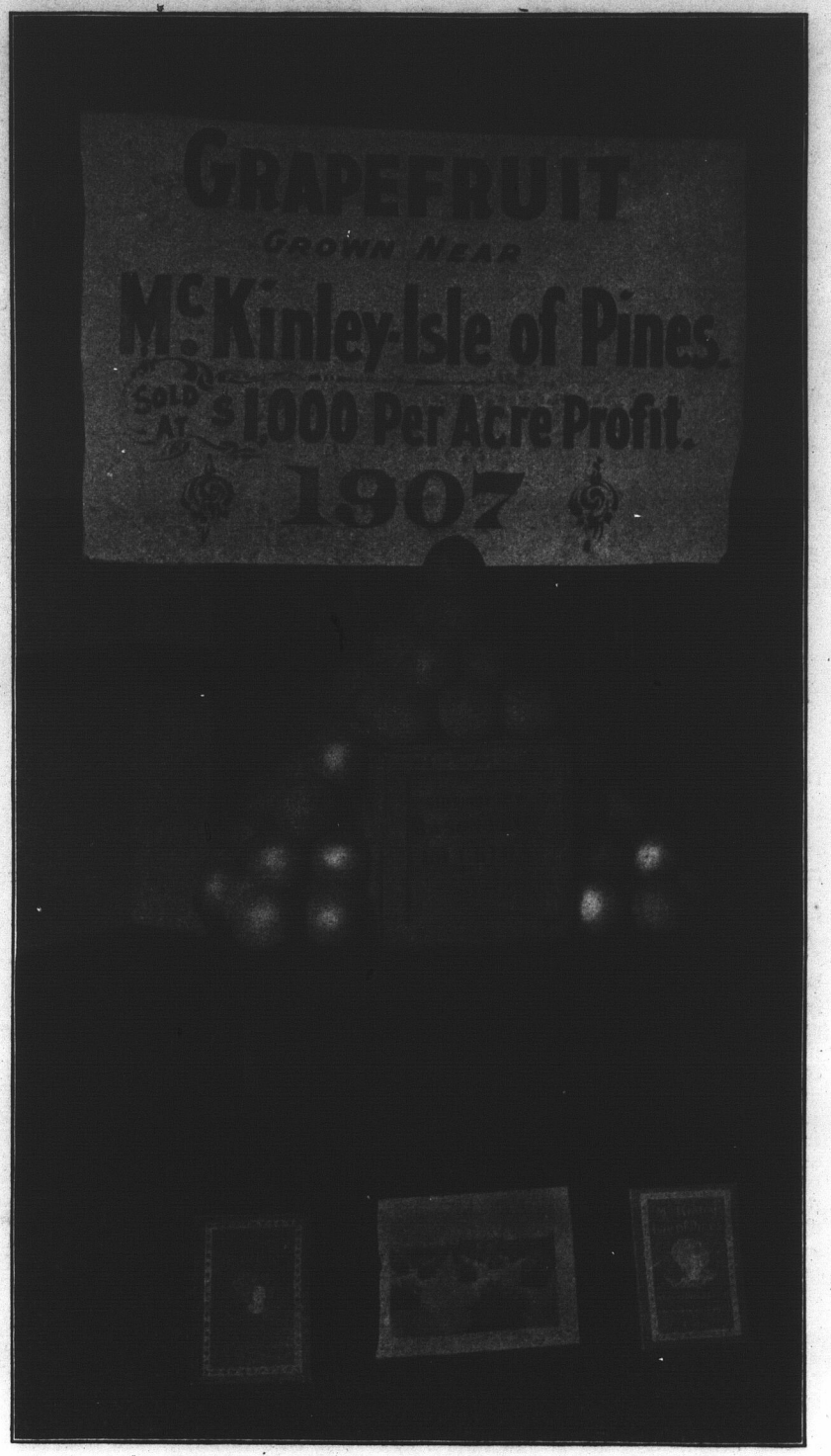
These are **Record-Breaking Prices** about the **highest at which this fruit ever sells,** and now that they have been secured, at one bound the Isle of Pines has leaped into **Peerless Predominance** as a field for **Citrus Culture.**

Remember, this fruit sold during times of great financial stringency at immense prices. It will be hard to convince the Isle of Pines growers that there has been any tight money here. Certainly $1,000 per acre profits are not "panic prices."

This is the thing the **American Settlers** of the **Isle of Pines** have been **working for, striving for, knowing and believing** and **trying to convince others of for four years.**

**The good news** was flashed by telegraph from Cleveland by the firm of **Parent Bros.,** local representatives to **Risley Bros.,** agents at Pittsburg, and repeated by cable to **Havana, Cuba,** to George Danforth, Hotel Alcazar Prado, 121, Risley Bros. and Tropical Development Co.'s Havana representative, with instructions to advise the press of Havana of the facts and repeat by wireless to the **McKinley Colonies,** where scores of **American Settlers** are at work clearing and planting their land.

**This Event** is the most important in the history of the **Isle of Pines** since the blowing up of the battleship **"Maine"** in Havana harbor on that memorial night in February, 1898,




ISLE OF PINES EARLY GRAPEFRUIT *Photo by Johnson Studio Pittsburgh*

Photographed Nov. 5, 1907, in the offices of Risley Bros. Agts., 1107 Union Bank Building, 4th Ave. and Wood St., Pittsburgh, Pa. This box of fruit cost $5.00 wholesale in New York and netted the Isle of Pines grower about $3 returns. 400 to 500 boxes is a fair crop per acre. Your ten acre tract at McKinley planted in Grapefruit trees, would keep you in comfort the rest of your life.

of which it is the inevitable outcome.

Its effect on the future of the Isle of Pines, the 5,000 Americans already interested there, and the 500,000 other Americans who will flock there, is so great as to be incalculable.

During the navel orange land boom at **Riverside, California,** the railroads carried **140,000 People** into the Riverside district **in 12 months,** and **fortunes** were made in land and the foundations laid for other fortunes in **fruit growing.**

Of course, of all these thousands of visitors some were merely sightseers while others who came intending to buy did not have the ambition or energy to stay. Only the fittest and most capable remained to establish and share in the profits of the Citrus Fruit Industry which brought over 30 Million Dollars into California this year and is estimated to have added a value of over 60 Millions to the wealth of the state.

Should "hard times" prevail in this country this winter, which we earnestly hope will not be the case, the sale of land in the Isle of Pines will undoubtedly increase, as thousands of people who are already dissatisfied with conditions here will hasten to make a change of residence before their savings are all spent "waiting for times to get better."

Opportunities of this kind don't come oftener than once or twice in a life-time.

**Are you willing to let this one go by?**

## $7 to $10 Per Box for Oranges.

New York, Nov. 9.—The very light receipts of California Valencia oranges, only 3 cars being offered for sale during the week, coupled with the slow arrival of the Florida product, have kept the price of the California fruit up to the record-breaking prices that were recorded last week. Some fancy fruit sold as high as $10.37½ and in 1 car the fancy fruit averaged $9.25; choice, $8.52, and standard $7.33. In another car fancy averaged $8.88; choice,$8.47, and standards, $7.32. The gross sales of these 2 cars amounted to $3,144.15 and $3,129.03. respectively. None of the new crop of fruit has as yet been seen on this market.—*New York Packer.*

# ACTUAL PROFITS ARE RECORD-BREAKING.

## Reports from the Isle of Pines Exceed Original Estimates.—Growers of Isle of Pines Early Grapefruit admit making from $5 to $5.50 per Box on First Shipments.—Interesting Interview with Mason Bros., the Growers, by Mr. F. C. Payne of the McKinley Colonies.

## CLEVELAND, TOLEDO, PITTSBURG AND BUFFALO REPORTS

### DEMAND FOR THE FRUIT GREATER THAN THE SUPPLY.—EACH NEW IMPORTATION EAGERLY SNAPPED UP.—CUSTOMERS BESIEGE THEIR DEALERS FOR ISLE OF PINES EARLY GRAPEFRUIT.—SUPPLY EXHAUSTED.

## PRICE OF LAND WILL POSITIVELY ADVANCE IN A SHORT TIME.

"ISLE OF PINES EARLY GRAPEFRUIT" has established itself as the "QUEEN OF TABLE FRUITS" in the estimation of the most fastidious and discriminating class of buyers in the world—the great AMERICAN PUBLIC.

To us who have clipped this ripe, luscious, golden fruit from the branches of the sturdy young trees it threatened to break down in the groves where it is grown in the fair and fertile Isle of Pines, the success of the dainty delicacy was a foregone conclusion.

We had eaten it at an impromptu al fresco luncheon in its Isle of Pines' orchard with a tin pic-nic spoon to convey its juicy substance to our thirsty mouths, and had found it of surpassing delicacy and possessing the absolutely perfect citric flavor. And we had predicted for it a cordial reception and a big demand when it should at last reach its place in the fruit shops of the north amid the purple Concord grapes, waxen California pears, dull red Connecticut peaches and half-green Florida grapefruit of the October markets.

And knowing, believing and hoping thus, we had gone on doggedly, determinedly, persistently with our enterprise at McKINLEY; clearing, planting and cultivating what will be one of the biggest orange and grapefruit groves in the world—a body of 45,000 trees, of which 27,000 are now set out.

But, of course, there were scoffers and critics and those who predicted failure for the fruit. And sometimes we wondered ourselves if, after all, the product of our soil was so good as it had seemed to us to be when we ate it with the ozone-laden breath of the trade-winds fanning us, and the blue sky and golden sunshine of the tropics casting a glamour as of fairyland 'round about us and over the dark foliage of the trees that bore the fruit and the sharply defined line of hills nearby.

Therefore, when the fruit finally got to market and the dealers began to pass it out over their counters, just as they would anything else they sold, like sugar or Uneeda Biscuit, we felt like telling everybody in the store about it and calling in people from the street to sample it, saying: "See! Look! This is ISLE OF PINES grapefruit!"

A man passed by our office door in Pittsburg when it was open, and a box of the fruit was heaped up on the table. He hesitated, stopped and halted on the threshold.

"What's them?" he asked, and added hopefully, "oranges?"

I replied with forced composure that "them" were grapefruit.

The man looked at me doubtfully.

"They don't look anything like grapes," he said, then he added, "Good to eat?"

This set me to thinking. The name "grapefruit" is about as misleading a name for this fruit as could well have been given it. The only excuse for it is found in the appearance of the fruit as it grows on the tree in clusters which SOMEONE, SOMETIME, must have thought looked like huge bunches of grapes. But the resemblance, if there ever was any, is entirely lost when the fruit is gathered and boxed, and so it only serves to confuse the average person. Added to this is the fact that there is a breakfast food on the market called "Grapenuts," which hails from a pure food emporium in Battle Creek, and it's no wonder people get a little confused as to the identy of our fruit.

Pomelo is its regular botanical name, but it's too late to try to popularize that name now. "Grapefruit" it is and "grapefruit" it always will be till the end of time.

But, in spite of being handicapped with a misleading name, and in spite of the fact that some people insist on trying to eat it as you would an orange, the Isle of Pines Early Grapefruit made a great big hit.

For there is always one test of merit that is lasting—one court from which there is no appeal—one Decision that is Final. And our Isle of Pines Early Grapefruit has stood the test to the satisfaction of its friends and the dismay of its foes and come out with the SEAL OF PUBLIC APPROVAL branded on every home-made box that thousands of satisfied customers have emptied in the fashionable fruit and grocery stores in which it has been on sale.

Read, on these pages, the story of how this product of our matchless ISLE OF PINES soil and climate won its way into public favor.

Our correspondents and representatives at McKINLEY (where your friends and neighbors are clearing and planting their ten acre tracts) at HAVANA, NEW YORK, CLEVELAND, TOLEDO, BUFFALO and PITTSBURG have followed this fruit from the groves of the Mason Brothers, where it was grown, to the very market baskets of the customers who willingly paid 20 cents a piece for it—

**not because we wanted them to buy it—not because we are interested in it, but because they found it to be the best fruit they had ever eaten and far superior to "the kind they had always bought!"**

And after you have read the account of the sale of this fruit and THE PROFITS IT PAID; after you have studied the photographs and the **"Documents in Evidence" which prove absolutely everything we say here or have said in our Illustrated Prospectus;** after you have investigated this remarkable opportunity, buy a tract of West McKinley Land, Ten, Twenty, Thirty, Forty—a Hundred Acres if you can—buy it now—to-day—just as quickly as you can telegraph or telephone us for it and buy before the price advances, no matter what sacrifice you have to make, if necessary, to get the money; or, come to us and we'll help you fix it up if possible so you can get in on the ground floor, and thus lay the foundation of your future prosperity—a competence for all time to come that will enable you to laugh at hard times, adversity or old age.

**For thousand-dollar-an-acre crops are rapidly increasing the value of this thirty-odd-dollar-an-acre-land and the price will increase correspondingly, and that in the near future.**

*Photo by Manager Tolksdorff.*

McKINLEY SETTLERS and INVESTORS at MASON'S GROVES, FEB., 1907.

The grapefruit tree on right was set out three years before by Manager Tolksdorff. From right to left are: Mr. Shoemaker, of Buffalo, Capt. Drake of Cleveland, former Mayor Knight, of Buffalo, Miss Drake, President Otis, of the Tropical Development Co., Mr. Stiegele, of Akron, O., Mrs. Manning of Seattle, Mr. Summerville, of Akron, in black suit, Mr. Dunning in white duck and Mr. McMullin on the end.

## Our Visit to Mason's Grapefruit Groves.

By F. C. PAYNE.

**McKinley Isle of Pines.**

To readers of the McKINLEY HERALD, Mr. F. C. Payne, owner of Tract 83, Original McKINLEY Colony, needs no introduction.

But for the information of those who are just forming the "Herald habit" we would say that Mr. F. C. Payne, formerly station agent at Blaisdell, Erie County, N. Y., located at McKINLEY with his wife and family after buying his tract "sight unseen" two years ago. He has planted an orange and grapefruit grove on his tract (the one we picked out for him) and his trees are sixteen months old. Visitors say that it is one of the finest young groves on the Isle of Pines.

The following letter is a first hand account of a visit to Mason's Groves by Mr. Payne, a McKINLEY Bondholder and settler:

McKINLEY, ISLE OF PINES, CUBA,
Nov. 9th, 1907.

Mr. R. P. Risley,
Pittsburg, Pa.

Dear Sir:—Recently a small party of McKINLEYITES, consisting of Mr. and Mrs. Morgan, Mr. Usher and myself, being desirous of seeing for ourselves the much talked of grove of Mr. Mason at La Ceiba, took it upon ourselves to make the short trip over to that part of the Island. Thinking that perhaps a short description of our trip and of the appearance of Mr. Mason's grove will be of interest to you, I will write you a few lines this evening.

We started early one Sunday morning, Mr. Morgan furnishing the conveyance, his new horseless carriage, and I under promise to furnish whatever Spanish was necessary in order to inquire the road from the natives, for we had decided to try and find a cross country trail direct from the Grove House. We

did not get very far out into the woods, south and east of the McKINLEY groves, before we found it necessarv to get some information concerning our road. This was cheerfully given us bv some Pineros we met and we struck off across country, following a trail we could scarcely see at times. To make a long story short, by dint of much good luck, many inquiries from the natives and a determination to get through some way, we reached the government road a short distance from Santa Fe. We stopped to eat the lunch brought with us and then went on to Santa Fe, where we spent the afternoon and evening in looking about.

Staying all night at Carpenter's, we arose early Monday morning, had breakfast and then drove out to Mason Bros.' grove. Mr. Fred Mason welcomed us and very kindly piloted us over the grove. It was one of the most beautiful sights we had ever seen. The large, luxuriantly growing trees with their glossy foliage making a fine background for the golden clusters of fruit hanging from all parts of the trees. We could scarcely believe that the trees were less than five years old from setting out. Mr. Mason assured us this was the fact. It was a sight worth seeing and I earnestly wish all the settlers at McKINLEY and all investors in the McKINLEY Colonies could view for themselves the wonderful growth and the loads of fruit we saw that day on trees less than five years old. The trees were literally loaded. We saw trees that I have no doubt were holding from six to eight boxes of grapefruit upon their branches. On one little branch the size of my little finger I counted one cluster of grapefruit full size containing seventeen grapefruit. When you consider that a box of grapefruit, "firsts," contains only sixty-four grapefruit, you may well believe that there is a profit in raising grapefruit.

MR. MASON TOLD ME THAT HE BEGAN SHIPPING THESE NATIVE GRAPEFRUIT ABOUT OCTOBER 15TH, AND RECEIVED $6.50 PER BOX IN NEW YORK. IT COST HIM, HE TOLD US, LESS THAN $1.50 PER BOX TO GET THEM TO NEW YORK, INCLUDING FREIGHT, DUTY, CRATES, CARTAGE, ETC. AT THE TIME WE WERE THERE HIS RETURNS WERE SHOWING $5 TO $5.50 PER BOX, SO THAT I VENTURE TO SAY THAT ON THE WHOLE OF HIS SHIPMENTS THIS YEAR HE HAS CLEARED BETWEEN $4 AND $4.50 PER BOX.

Of course his grove has been cared for properly, but I know that any man can do the same as Mr. Mason has done, if he will care for his grove as he should. Mr. Mason has shipped about 1,000 boxes this year and the yield will increase every year.

This native grapefruit of which I speak is a fruit found by the Americans when they first came to the Island and there is none of it raised in California or Florida. It brings top prices every time on the market and in quality it surpasses anything that California or Florida can raise. I may say that the Isle of Pines Nursery, whose trees I am planting in the groves I am setting out, received their buds for budding this variety from the original trees of this fruit on the Island and they can furnish any amount of these trees for planting. We also saw fine orange trees of different varieties at the Mason's grove loaded down with fruit and though perhaps not quite as forward as the grapefruit trees, were bringing in handsome returns this year.

Before leaving we bought a box of grapefruit and oranges, paying $1.25 per box. These were seconds.

Returning to Santa Fe we took the Calzada for Gerona, thinking we did not care to experience the difficulties of a cross country trail again right away. We arrived at McKINLEY along in the evening, feeling well repaid for our trip and ready to urge all our friends to likewise visit this foremost grove on the Island as soon as possible.

Very truly yours,

F. C. PAYNE.

MR. and MRS. F. C. PAYNE and their two sturdy little Children—A Successful American Pioneer Family. The fine young grove of Mr. Payne was set out 16 months ago and is valued at $300 an acre by its owner.—Tract 83, McKinley Colony.

## Isle of Pines Grapefruit in Buffalo.

By H. S. RISLEY.

Buffalo, the home city of the Tropical Development Company, greeted the coming of the "Queen of Table Fruits" with an enthusiasm that sprang from an intimate knowledge of the possibilities of our proposition.

From that first week of the Company's business existence three years ago when Messrs. J. H. Foley, Adam Gaiser, Mrs. Nellie E. Waters and others of the "Original Pioneer Club" picked out their tracts on the map in the Swan Street office and cast in their lot with us—from that day to this, the Buffalo Old Guard has stood loyally by the Company, the Colonies and each other. There have been days of trial and tribulation in the lives of all of these early investors in the past three years, but there has been no wavering, no faltering, no relinquishment of purpose on the part of scores of early Bondbuyers in the Original McKinley Colony.

For not only have these loyal Buffalo investors no yellow streak in them, but they, furthermore, realize the tremendous future of this undertaking, as is shown by the increase in value in the land allotted them FREE with the Company's GOLD BONDS, which plan, by the way, is still in force.

With friends and relatives resident at McKinley and intimately acquainted with every detail of the Company's affairs, both at McKinley and in Buffalo, the great and sustained interest which the rank and file of the Buffalo Bondholders display in the prosperity of the enterprise is a magnificent tribute not only to their representatives on the Board of Directors, but also to their confidence in the growth and development of Greater McKinley.

Therefore, when Isle of Pines Early Grapefruit arrived at the home office and went on sale at Faxon, Williams & Faxon's retail Grocery stores, it was given a royal welcome and sold like the proverbial hot cakes.

And when the cards of invitation to call at the office and see the fruit were mailed, business was almost suspended for a few days and a regular reception was held at Headquarters.

Treasurer Fernald, of the Tropical Development Company, and Manager Voorhies, of Risley Bros., Agts., were kept busy explaining the facts regarding the fruit and receiving the hearty congratulations of the visitors and the more substantial evidence of their appreciation of the event as well.

Among the callers were noted:

Mrs. Spathelf,
Mrs. Geo. Frank,
Mrs. R. Schulz,
Mrs. Chas. Lyman,
Mr. Chas. Lyman,
Mr. F. S. Hervey,
Mr. W. H. Widner,
Mr. T. S. Whitwell,
Mr. G. H. Whitwell,
Mr. G. Holloway,
Mr. M. J. Payne,
Mr. C. Oberlander,
Mr. and Mrs. M. H. Cofran,
Mr. and Mrs. John Trueman,
Mr. Peter Funk,
Mr. Albert N. Dunnett,
Mrs. Jacob Schlegel,
Mrs. M. L. Roth,
Mrs. A. Cheney,
Mrs. A. Vine,
Dr. H. L. Gillette,
Mr. John Gill,
Mr. E. F. Cullen,
Mr. Wm. J. Bauer.

Pioneers are these?

Well, in view of the fact that when most of them bought their Bonds three years or so ago there was only one native family on the entire tract of 5,200 acres living in a palm thatched hut (still to be seen standing on Miss Minnie A. R. Drake's Tracts, No. 423 and 433, in the Original Colony, where the Captain is now planting an orange grove), and in view of the work that had to be done AND HAS BEEN DONE since, we think those early Bondholders are justly to be considered as entitled to first place on the roll of honor of the MAKERS OF McKINLEY!

*Photo by Manager Tolksdorff.*

CLEVELAND PEOPLE AT MASON'S GROVES, AUG., 1907.

Mr. Seth H. Doan, of The May Co., on the right, and the Misses Lura and Susie Pomerene of Cleveland, inspecting Grapefruit Trees at Mason's while on a visit to the McKinley Colonies, August, 1907.

## Isle of Pines Grapefruit in Cleveland.

By Parent Bros.

Friday has, from time immemorial, been considered by the superstitious as a day on which evil stalked about promiscously and almost anyone can remember some Friday during their lives which was considered unlucky, but the tide of superstition has been turned, at least as far as the Isle of Pines is concerned, for on Friday, Nov. 1st, 1907, was discovered in Cleveland the first shipment of Isle of Pines grapefruit on sale in an American market by a McKinley investor.

On our way home to dinner in the evening that day and while walking up Euclid Ave. our attention was attracted to a display of fruit in the window of a well-known restaurant. Stopping to admire it we were dumfounded to see the brands of the Mason Bros.' Groves, in the Isle of Pines, upon the tissues in which several grapefruits were wrapped.

If you were ever on a battleship when the order was given to "clear the decks for action," you may have some idea of the feeling which came over us as we stood looking on this display of grapefruit. A battle was near—a battle for business—and our guns were to be loaded with grapefruit!

For years we had been conducting a campaign of education, telling the people of the United States that the Isle of Pines not only enjoys the finest climate in the world but that conditions there were IDEAL for citrus fruit culture. No frosts, no droughts, no artificial irrigation and no railroads to rob one of his profits by exorbitant freight rates and icing charges, but close proximity to all the large eastern and southern markets and a water route all the way, with plenty of competition among carriers. Any one seeking good citrus fruit land might search throughout the world and not find one little spot which possesses as many advantages and as few drawbacks as are found in the Isle of Pines.

But many people are sceptical and others are evidently "from Missouri" and must be "shown" and here was the proof, the EVIDENCE we have been waiting for for years. Do you wonder at the fact that we were surprised, delighted, overjoyed and even dumfounded?

Mr. R. P. Risley, of the firm of Risley Bros., had been in Cleveland for two days and had taken a train for Pittsburg not more than half an hour before we came across this fruit. During the course of a conversation with him, shortly before he left, he berated the fact that no one in the Isle of Pines had given the slightest clew as to who was selling the grapefruit which he knew had been shipped by the Mason Brothers. Telegrams and cablegrams to New York and the Island failed to elicit the desired information. So the first thing to do was to wire the good news to him and when he arrived at Pittsburg he was handed a telegram which read as follows:

"Chandler and Rudd, Cleveland, selling grapefruit from Mason Bros.' grove, Isle of Pines."

(Signed) PARENT BROS.

Early the following morning we learned that more than one hundred boxes of grapefruit from the Mason Bros.' grove in the Isle of Pines had been received by the wholesale dealers of Cleveland, the first of it having ar-

rived in the city two weeks before or ABOUT THE 15TH OF OCTOBER. Being the FIRST fruit of its kind in the market we feel that it deserves the name of EARLY GRAPEFRUIT. Our inquiry also developed the fact that ONLY ABOUT FIFTEEN BOXES OF IT REMAINED UNSOLD, and we immediately ordered several boxes to be used in the various offices of the Company. This gave many of our Bondholders, and others interested in the development of our Colonies, an opportunity to sample the fruit, and all those that did so agreed that our claim that we could produce a BETTER fruit in our colonies than the BEST ever shipped from the citrus growing sections of California and Florida, was substantially proven. We next visited the chefs of the leading hotels of Cleveland—the Hollenden, Colonial and the Euclid—knowing that these men were connoisseurs, men whose profession demands a thorough knowledge of the essential qualities of all kinds of fruit. Impartial judges though they were, without exception they enthusiastically praised the unusually fine qualities of Isle of Pines Early Grapefruit and stated that they would be glad to order it for use on their tables. This was impossible, however, as the supply had been nearly exhausted.

On Sunday, November 3rd, our announcement of the sale of Isle of Pines Early Grapefruit appeared in the Cleveland Plain Dealer. The interest aroused by this advertisement was simply phenomenal. Thousands of people who had become interested in the Isle of Pines were delighted to know that one of our fruit growers had shipped a quantity of fruit which was not only superior to anything of its kind ever sold in an American market but which had been sold at a price high enough to earn a net profit of more than $1,000 per acre, or 500 per cent greater than the profits we had claimed for the 500 acre Manigua Orange and Grapefruit Grove, 300 acres of which are already under cultivation.

Aside from its possibilities as an agricultural and horticultural country the Isle of Pines possesses the finest climate to be found anywhere in the world.

It seems to us that the man who is seeking a safe and sure investment and isn't willing to purchase Isle of Pines land, and especially that of the famous McKinley Colonies, after scanning all the evidence which we are in position to place in his hands, really doesn't want to invest in anything but is in the position of the old lady out shopping—doesn't want to buy anything and is "just looking around."

CHANDLER & RUDD'S Elegant Grocery, at 234-236 Euclid Ave., Cleveland, O.—Isle of Pines Early Grapefruit was first sold to Cleveland consumers at this store.

## Isle of Pines Early Grapefruit in Pittsburg.

By J. T. Murray.

It has been my pleasure on many occasions to eat grapefruit grown in Florida and other localities both here and in Europe noted for its production. Every traveler who has enjoyed a first course at breakfast of this fascinating and lucious fruit, as it is served well iced in famous hostelries by high-priced chefs. will agree with me that it makes a meal well worth rising for.

My first introduction to this wonderful fruit was during a convalescence after a very severe case of malaria fever. For more than eight weeks grapefruit was the only article of food which I ate during the first half of the day, and the only article which my physicians would permit me to partake of. During this time I acquired a taste for the grapefruit that enabled me to distinguish different varieties, just as a coffee or tea merchant will tell the merits of either of these beverages.

When the Isle of Pines Early Grapefruit was called to my attention with a suggestion to look out for something extraordinary, my mind naturally reverted to grapefruit, as it is served in some of the famous restaurants for a comparison. My previous experience taught me to know that the thin rind citrus fruit contains more juice than the other kind and that the "rag" or pulp was not so full as in citrus fruits of a thicker skin. Therefore, while I anticipated "a treat," I was wholly unprepared for what followed when I tasted it. That so-called "quinine" taste so characteristic of the Florida grapefruit was entirely missing, yet the fruit was in no sense sweet. The construction of the fruit was the same. The shape and skin was identical with others, the taste was THE SAME AND YET SO DIFFERENT. You could not possibly mistake it for any other fruit. It seemed to possess all the food values of others and was served without the extra preparations used by the hotels which I mention, and yet it pleased the palate more than any grapefruit, bar none, that I had ever eaten. I can only ascribe the difference in its quality to the conditions that have made the Rockyford cantaloupe so different from the common variety—that is, the soil and climate in which it is grown. I believe that the Isle of Pines has produced a grapefruit as superior to the other varieties as the vineyard region of France has made the grape from which champagne is made.

Kuhn & Bros., who sold all they could get of Isle of Pines Early Grapefruit (about 15 boxes) in this city, told me that nearly all their customers had reordered this grapefruit and were particular to specify that they should send the same kind that they had purchased "yesterday." Mr. Kuhn also said that the customers to whom he spoke about Isle of Pines Early Grapefruit said they had noticed the great difference in quality and urged him to continue selling it, and that they would rather pay the difference and secure the better fruit.

I believe that the Isle of Pines, owing to its soil, rainfall, temperature and climate has made a new fruit that horticulturalists will marvel at, and that you and I, who judge only by what pleases our palates the most, can eat and enjoy and be confident that we have secured the breakfast food of kings and the king of breakfast foods.

KUHN & BRO.'S HANDSOME GROCERY STORE,
Centre and Penn Avenues, East End, Pittsburg, Pa.
Fifteen boxes of Isle of Pines Early Grapefruit were sold here in a few days to the wealthiest trade of Fittsburg and a hundred boxes more could have been sold if they had been obtainable.

## Isle of Pines Grapefruit in Toledo.

By B. B. Hiatt.

Isle of Pines Grapefruit has made a big hit in Toledo, as connoisseurs of tropical fruit have been enjoying the innovation recently afforded them by the shipments of Isle of Pines Grapefruit received by local dealers.

The leading grocers have handled it and found its introduction creates an increased demand for this bitter-sweet luxury. I say luxury though, indeed, in many homes, it is now considered A BREAKFAST NECESSITY.

Lincoln J. Hayes, a picture of whose modern and thoroughly up-to-date retail grocery store is shown here, reports that his first shipment met with so great favor that he hastened forward other boxes by express. He writes:

Toledo, O., Nov. 22, 1907.

Mr. B. B. Hiatt, Mgr.,
Tropical Development Co.,
Toledo, O.

Dear Sir:—We are handling the Isle of Pines Early Grapefruit along with the Florida fruit which we have handled for so many years and it not only affords our customers something new, but something which most of them consider superior to the old. I have myself made the comparison and find that the Isle of Pines fruit exceeds the Florida fruit in flavor, absence of "rag" and toughness of skin, which insures the safer transportation of the fruit. We are getting the highest market price for this fruit, and affording our customers entire satisfaction.

Cordially yours,
LINCOLN J. HAYES.

I have been demonstrating in my office the excellence of this fruit, and have served along with it the Florida fruit for comparison. The unanimous verdict, with one exception, was that the Isle of Pines fruit is the better by far in point of flavor and absence of the "quinine" taste, especially. I placed a bowl of sugar at the disposal of every one who tried the fruit, with the request, however, to eat it first without sugar. Not one used the sugar after sampling it without, preferring it with its natural flavor, which while not sweet, is a blending of the perfect citric quality. But who ever heard of any one eating Florida or California fruit without sugar? It was a surprise to my office guests that they could eat grapefruit at all without sugar.

The Toledo Club served Isle of Pines grapefruit to their guests and Supt. G. L. Miles writes me a most flattering letter concerning it. The Conley Restaurant and the Tavern have had Isle of Pines Early Grapefruit listed on their menus and the management tell me that they find it most satisfactory. They all refer to its superior flavor and its absence of "rag." Another of our merchants who handles the fruit here, having purchased it from New York at the request of some of the caterers, noticed the difference in the skin of our island fruit, it being tougher and thus insuring safer transportation and protection against drying out in the store. Customers of another dealer called not for grapefruit but for ISLE OF PINES Grapefruit!

I have some of the fruit preserved in alcohol in my office and a photograph of the fruit is shown as it grows, showing how it grows in clusters, thus acquiring the name "Grapefruit."

The proof of the truth of our statements in regard to the Isle of Pines being a citrus fruit land has been most strikingly demonstrated to Toledo people by their own wholesale merchants who find the island fruit so desirable that they will handle it in large quantiies next year, supplying not only their private trade, but all the leading clubs and cafes. Unfortunately, the small crop obtainable this, the first year, seems to have been exhausted.

Just drop in to inspect the fruit from this sun-kissed island and learn how you yourself may become one of these very orange and grapefruit growers whose wealth and life of ease you have so often envied.

# FACTS AND FIGURES SHOW BIG PROFITS.

## Fortunes Assured to Those who Cultivate Carefully.—Ten Acres will produce $10,000 a Year Income, Forty Acres a Magnificent Revenue for Life.—Read Carefully the Positive Proof Herein Contained.

# WELL-KNOWN VISITORS TESTIFY TO THE FACTS.

### FLORIDA GROWERS BEATEN TO MARKET BY THIRTY DAYS BY A FRUIT OF FAR SUPERIOR FLAVOR AND QUALITY.—PRICE OF OUR LAND ADVANCES IN A FEW DAYS

The high price obtained for ISLE OF PINES EARLY GRAPEFRUIT is not only due to its superior size and delicious flavor, but because it is THOROUGHLY RIPE. At the season of the year when our fruit ripens, viz., October and November, oranges and grapefruit are always scarce and high in price, and therefore, VERY PROFITABLE to the grower who is lucky enough to grow and ship an early fruit. Unfortunately, however, for the Florida growers, owing to climatic conditions, they cannot produce perfectly matured and ripened grapefruit BEFORE DECEMBER and even then only in exceptionally favorable seasons.

Therefore, Florida grapefruit is usually small, sour and ill-flavored in the fall BECAUSE IT IS GREEN AND UNRIPE.

**The Trouble with Florida Fruit.**

"The *New York Packer*, a weekly paper devoted to the interests of the fruit and vegetable trade, reports in its issue of Oct. 12th that Florida fruit growers have banded together in an endeavor to stop the shipment of green oranges and grapefruit from the state. The *Packer* stated that warnings had had been sent out by this association to the Boards of Health of every city in the country calling upon the health authorities to carefully examine all Florida fruit and to prevent its sale to the public, as they state that its sale hurts the reputation of the entire Florida crop. Nevertheless, many Florida growers in their anxiety to catch the early market, and also avoid loss of their crop from a possible frost, are rushing their fruit forward, so that the half green oranges and grapefruit of Florida are already beginning to appear on sale as usual.

Owing to the mild and even climate of the ISLE OF PINES OUR FRUIT RIPENS PERFECTLY IN OCTOBER AND NOVEMBER, from 30 to 60 days ahead of Florida and California, AND WILL ALWAYS COMMAND THE HIGHEST MARKET PRICE, AS IT HAS DONE THIS FALL.

IT IS SAFE TO SAY THAT THE ISLE OF PINES WILL ABSOLUTELY CONTROL THE EARLY MARKET FOR ORANGES AND GRAPEFRUIT TO THE EXCLUSION OF THE UNRIPE FLORIDA AND CALIFORNIA PRODUCTS AS SOON AS ITS GROVES ARE IN BEARING.

**The Masons' Groves.**

THE ISLE OF PINES EARLY GRAPEFRUIT sold at the RECORD BREAKING PRICES quoted herein, was raised within a short distance of the McKINLEY COLONIES on trees set out a few years ago, and which bore a small crop last year. There are seven acres of these trees now in bearing, the grove being on the property of Mr. William Mason who invested in the Isle of Pines and turned over the care of his groves to his two sons after the trees had been set out.

And right here it may be said that the Messrs. Mason Brothers were NOT experienced citrus fruit-growers, although the family had once owned a grove in Florida and had been "frozen out" by a cold wave. The young men had just left college when they took up the task of developing the groves they are now shipping from. They have cared for their groves systematically and intelligently, spraying and feeding their trees scientifically, but using no more common sense than any up-to-date orchardist would employ and doing nothing more than any intelligent cultivator would do.

But what they have done has been done carefully, not CARELESSLY, AND THEY ARE REAPING THEIR REWARD TODAY.

There are two things, however, they have NOT HAD TO DO—irrigate their trees or protect them from frost.

There has never been a frost in the Isle of Pines, as it is protected by the warm waters of the Gulf Stream from the devastating winds which freeze the Florida groves. Florida growers often roof over their groves or shed their trees with board sheds to protect them from frost. California growers have to irrigate their land by expensive irrigation systems. FROST PROTECTION AND IRRIGATION ARE ABSOLUTELY UNNECESSARY IN THE ISLE OF PINES.

**Our 500-Acre Groves.**

We are planting 500 ACRES of orange and grapefruit trees at our new AMERCAN COLONIES of McKINLEY, ISLE OF PINES, of which 300 acres, (twenty-seven thousand trees) are already set out. The remaining acreage is being planted so as to be entirely finished by July 1st next.

These groves are the property of the BONDHOLDERS of the TROPICAL DEVELOPMENT COMPANY and should be ENORMOUSLY PROFITABLE. The proceeds received from the sale of the fruit raised on these groves will be paid to the Bondholders as INTEREST ON THEIR BONDS, the same as dividends on stock. At a profit of $1,000 per acre, which is less than the rate of profit that growers got for the fruit shipped from the Isle of Pines this fall, our Gold Bonds will pay over 100 PER CENT YEARLY ON THE INVESTMENT.

We don't claim that Mason Brothers have made a thousand dollars an acre this year, because their trees are young (being less than 5 years old) and are by no means in full bearing. They had only 2,000 boxes of oranges and grapefruit to ship altogether, whereas, next year, they will have several thousand boxes more. But, at the rate of profit their fruit has paid them, they will make considerably over $1,000 per acre long before their groves are in full bearing.

**Probable Profits 100 Per Cent Yearly on Our Bonds.**

The average yield of an orange or a grapefruit tree in full bearing is ten boxes to the tree. Cut this yield in half, however, to be conservative, and we have five boxes to the tree. Ninety trees are planted to the acre in our big groves, and the total yield per acre can, therefore, be safely estimated at 450 boxes. This fruit sold in New York at $5 per box in ten and fifteen box orders to the large dealers in Cleveland, Toledo, Pittsburg, Buffalo, etc.

The Masons got $5 and $5.50 a box clear profit on their first shipments as stated by Mr. Fred Mason to one of our settlers at McKinley, Mr. F. C. Payne; but let us assume that we will get only $3 per box returns on our fruit. At this, the lowest calculation, our profits will be $1,350 an acre. But if the profits are only $1,000 an acre, the bonds will pay over 100 per cent yearly, as stated above, while the owner of a private grove of ten acres, will draw a life income of $10,000 a year from his trees. There are scores of Cleveland, Toledo, Pittsburg and Buffalo people already interested with us, as Bondholders and land owners whom we predict will draw these profits from their investment.

There are already about 800 American investors to whom we have sold bonds and land in the three McKINLEY COLONIES—McKINLEY, EAST McKINLEY and WEST McKINLEY. Among them are some well known in their home cities, who have visited the McKINLEY COLONIES and have seen the very trees in the young groves of Mr. Mason near McKINLEY, which have produced the fruit sold in the fashionable fruit stores this fall.

**Statement From a Cleveland Business Man.**

MR. SETH H. DOAN, the May Co., Cleveland, Ohio, writes as follows under date of Oct. 5th, 1907, upon his return from a summer vacation trip to McKINLEY:

"I was also satisfied beyond any doubt that oranges and grapefruit can be successfully cultivated on the island. We visited several groves and found the trees doing fine. At Mr. Mason's grove we saw trees, some planted but four years, simply loaded with golden fruit. In fact Mr. Mason had to put props under the limbs of some of them to prevent them from breaking. The oranges were of good quality and the grapefruit were the best I have ever tasted. I brought one home with me which measured fifteen inches in circumference and this seemed to be about the average size. We were all over the big Manigua orange grove and found that about three hundred acres were already planted. The trees are all in good condition and, if the Company continues to properly take care of this grove, I see no reason why it should not pay large dividends when it comes into bearing."

**Opinion of a Young Business Woman**

MISS LURA M. POMERENE, of 47 Allandale Ave., East Cleveland, Ohio, who bought twenty acres of land in the McKinley Colonies last winter, before seeing her land, visited McKINLEY in August, accompanied by her sister, Miss Susan Pomerene. She writes as follows regarding what she saw at McKINLEY:

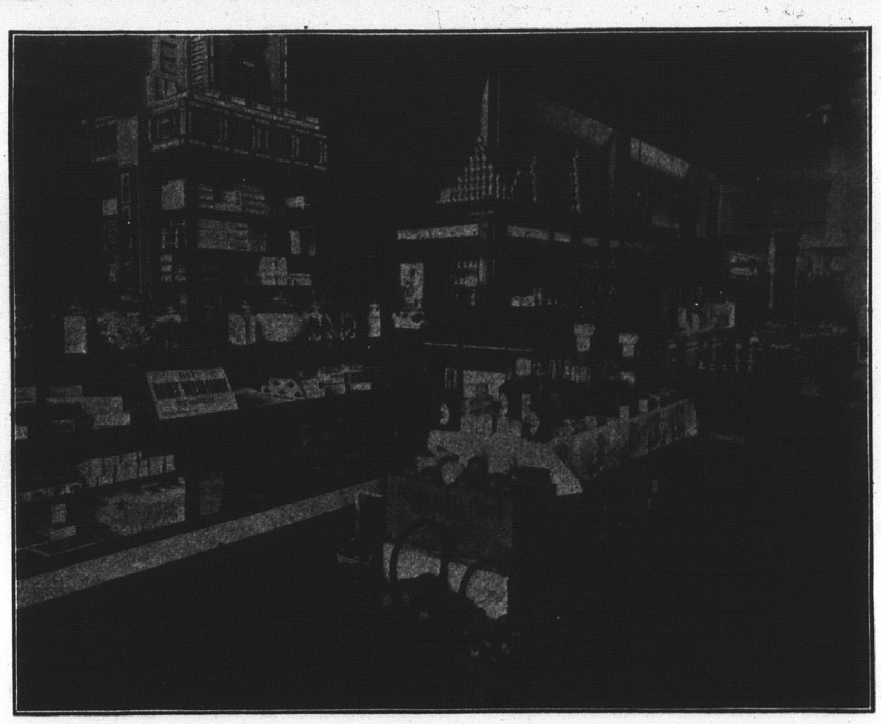
"On arriving at the Grove House we were immediately taken out into the grove to see some of the young trees sample oranges. It would certainly do a Bondholder's heart good to see the three which had been allowed to bear a few hundred acres of the Manigua groves which had been cleared and planted to oranges, for it is a fine sight. All the trees from the oldest down to those which had been out but a few weeks, were growing with equal vigor in all kinds of soil, from the rich black loam to the dark-red gravel."

Continuing Miss Pomerene writes:

"Had there been any doubts as to the soil of the isle being of the quality to grow oranges and other citrus fruits, these doubts would have speedily vanished with a visit to the grove of Mr. Mason, where we saw these fruits growing in such abundance as to require many props for the branches."

**A Well-Known Coal Operator's Opinion**

CAPTAIN J. M. DRAKE, president Drake Coal Co. (Bondholder and land owner at McKINLEY), who bought his land before he saw it on the advice of



LINCOLN J. HAYS, 509 ADAMS ST., TOLEDO, O., one of Toledo's most progressive merchants, sold all of the Isle of Pines Early Grapefruit he could get to the most exclusive trade in Toledo. This photograph of the handsome interior of Mr. Hays' store shows some of the Isle of Pines fruit on sale early in November.

Mr. Risley as regards location, selection, etc., predicts that:

"The whole work will be such a success that it will be a great source of satisfaction to the Company, as well as a gratification financially to the Bondholders."

### Mr. C. W. Morgan Tells Why He Bought 40 Acres.

Mr. C. W. Morgan, formerly of 8017 Linwood Ave., Cleveland, O., bought 40 acres of land in the McKinley Colonies before he saw it and took the advice of Mr. Parent, of Parent Bros., in the matter of location. After making his purchase, he went down to McKINLEY, remaining all the spring and part of last summer. He then came back for Mrs. Morgan and took her down with him and they are now residing at McKINLEY, where Mr. Morgan is busily engaged clearing his land.

Mr. Morgan writes as follows:

"About a year ago I went to California to investigate the orange and grapefruit industry there with the idea of buying land if conditions were satisfactory. I found that desirable orange land, nicely located where one could be reasonably sure of securing sufficient water for irrigation purposes, was selling at $500 an acre. In addition I learned that it was necessary to purchase a number of shares of stock in the irrigation company, which would cost from $1,300 to $1,500 for ten acres. Therefore, I estimated that it would cost me nearly $9,000 to purchase ten acres of land, the necessary water rights, trees (selling at $1 each), and to plant and bring the grove into bearing. Then again the California fruit grower's profits are greatly lessened by reason of frosts, drought, high freight rates and icing charges. Not being a millionaire, do you wonder that I did not invest?

"Some time after my return from the West I heard about the Isle of Pines, and being interested, I investigated and I am very glad that I did. Now I know that it is possible to raise citrus fruits in the Isle of Pines at much less expense, because in this wonderful little island frosts are unknown, artificial irrigation is unnecessary and freight rates about 50 per cent lower than from the orange-growing districts of California.

"In conclusion I wish to say that I found conditions on the island exactly as represented."

### Ten Acres, Ten Thousand Dollars a Year Income.

A TEN ACRE TRACT in WEST McKINLEY, if you plant it in orange and grapefruit trees, or contract with some of our settlers or the company to do this work for you, should bring you in an income for the rest of your life of $10,000 a year at the rate of profit that has been received from the sale of Isle of Pines grapefruit in this city this fall. Remember, our lands and groves have been carefully inspected by responsible and reputable people, whose unbiased statements we publish above with their full and free permission, and to whom we beg leave to refer prospective buyers.

The Masons' groves were planted by our General Manager, Mr. Emil E. Tolksdorff, and many of the trees were actually budded by him. They are growing in exactly the same kind of soil and under exactly the same conditions, and within a short distance of the McKINLEY Colonies. We guarantee every acre of land that we allot to be adapted to the cultivation of oranges and grapefruit, and to be HIGH, DRY and TILLABLE, with the right of exchange at the option of the buyer as explained in our literature. We have over 800 investors, and have been in business over three years.

The land we are selling is absolutely perfect as regards title. It is owned by the Isle of Pines Co. and has been bought and paid for in full. Free and clear warranty deeds are being issued constantly to those who have paid in full for their land in the Colonies.

### Your Land Practically Free.

THE PROFITS FROM YOUR BOND and the increase in value of your two town lots should amount to more than enough to pay for your entire investment and return you your money in full, making the ten-acre tract in WEST McKINLEY practically A GIFT TO YOU. The increase in value of this ten-acre tract, even if you do not improve it or develop it, will undoubtedly return you 1,000 PER CENT. Orange and grapefruit land in California, where they have to irrigate their groves and protect them from frosts, is worth from $350 to $500 an acre.

You can buy ten acres of West McKinley land for about what one acre of irrigated, sun-baked California land would cost you.

Or, put it another way:

You can buy ten acres of West McKinley Isle of Pines land for LESS than it will cost you to BUY WATER to irrigate your California land for two years.

And yet the California citrus crop this year sold for over thirty million dollars and groves there sell for $2,000 an acre!

What will Isle of Pines land be worth as our groves continue to come in bearing?

### Enormous Increase in Land Values Certain.

LAND IN THE ISLE OF PINES will, in our opinion, enhance in value ENORMOUSLY now that the FIRST COMMERCIAL CROP OF GRAPEFRUIT HAS BEEN HARVESTED AND MARKETED AT THE IMMENSE PROFIT OF $1,000 AN ACRE. Land that will pay these profits is practically priceless. It is a well-known fact that celery land in Ohio and vineyard land in certain parts of Ohio and New York State is held by its fortunate owners at prices ranging from $300 to $500 an acre UNCULTIVATED. The wonderful soil of the Isle of Pines will make it as famous for oranges, grapefruit, pineapples, etc., as is the remarkable champagne district of France and the tobacco district of Cuba, where land cannot be bought for love or money, so closely is it held.

WE RESERVE THE RIGHT to advance the price of WEST McKINLEY land after the FEW REMAINING TRACTS which we shall allot at the present price, ARE SOLD. We have offices in the PRINCIPAL CITIES and are selling this land FAST. YOU CAN SAVE MONEY, THEREFORE, BY PURCHASING NOW BEFORE THE PRICE ADVANCES.

*Photo by Manager Tolksdorff.*

A glimpse of a small section of our 500-Acre Orange and Grapefruit Groves—Young Orange Tree with fruit on it in foreground.

## TO COMPLETE OUR 500-ACRE GROVES AT ONCE.

The Tropical Development Company has arranged to complete the clearing of the remaining 135 acres of the Man-ig-ua Orange and Grapefruit Groves as fast as men and money can do it, now that the winter clearing season has arrived.

On Dec. 12, the Company cabled to General Manager Tolksdorff as follows:

BUFFALO, N. Y., Dec. 12, 1907.

"Tedeco,"

Isle of Pines.

Engage at once 60 men for clearing January and February. Communicate Danforth, Havana, if labor not available McKinley. President Otis arrives January first. Meanwhile, concentrate all work on Groves. Redouble efforts. Post cablegram at Headquarters.

(Signed) DIRECTORS, Tedeco.

The sending of this cablegram means that the forest scenery on the remaining 135 acres of the groves tract will be spoiled in the next few weeks.

The large clearing force of 60 men will make the timber melt away and the stumps disappear as if by magic.

Thousands of dollars will be spent on clearing alone at McKinley this winter, while other large sums will be paid out for orange and Grapefruit trees, which are even now going forward from the famous Buckeye Nurseries of M. E. Gillette at Tampa, Fla. These trees will be planted on the acreage already prepared for them or "heeled in" pending the clearing of additional land.

The big outlay of money for this clearing and planting necessitates the collection of payments from Bondholders with the utmost promptness and regularity. Mules must be fed and shod. and the wages of native and American workmen must be paid on the day they are due; therefore, every Bondholder must help the Company do this work by sending his payments as called for and according to contract.

Every year at this time for the past three years we have had to remind our Bondholders who are paying on installments for their Bonds that their payments must be made PROMPTLY, and this year the importance of the work is greater than ever.

PRESIDENT GEORGE A. OTIS and DIRECTOR ALBERT B. YOUNG have loyally given of their valuable time and otherwise materially assisted in the plans for the winter's work and never did officers of any corporation deserve more greatly the earnest thanks (and what is more important—THE ENTIRE SUPPORT AND BACKING of its members) than do MESSRS. GEORGE A. OTIS and ALBERT B. YOUNG.

Remember, Fellow Bondholders, MESSRS. OTIS and YOUNG are only BONDHOLDERS like yourselves and this is as much your business as it is THEIRS. THEY ARE NOT PAID ONE CENT FOR THEIR SERVICES!

THEREFORE, show your appreciation by sending in your payments as promptly as they fall due WITHOUT ONE DAY'S DELAY, so as to speed the good work at McKINLEY.

After January 1st, the clearing and planting will be under the direct personal supervision of PRESIDENT GEORGE A. OTIS, who will go down to assist Manager Tolksdorff.

DIRECTOR ALBERT B. YOUNG will visit the Colonies later in the winter, so that the Bondholders will be WELL REPRESENTED at McKinley until the remainder of the big 500-acre groves are ENTIRELY PLANTED to the requisite number of 45,000 orange and grapefruit trees.

YOUR PAYMENTS WILL GO TO HASTEN THIS GREAT WORK!

## Pickings From the "Packer."

The items published in this column are clipped from the New York Packer of November 9 one of the most reliable trade journals published in the interests of the fruit and produce trade.

These dispatches received by the Packer from its correspondents in all parts of the country prove the claims we make that.

1st Florida can't ship ripe oranges and grapefruit before Thanksgiving.

2nd October and early November shipments of Florida fruit are green.

3rd Oranges and grapefruit sell in the early fall at very high prices, being scarce.

4th The Isle of Pines being able to ship thoroughly ripe fruit in October can control the profitable early market.

The New York Packer is published weekly at Park Place New York and the subscription price is $1. A year's subsciption is a liberal education in the fruit and produce business and we advise our investors to send in their dollar to the Packer at once and start the New Year right.

### $1.50 PER BOX ON THE TREES!

Alva—There is about a 25 per cent orange crop in this section and 8 per cent of grapefruit. Growers are asking $1.50 per box for oranges on the trees and $3.00 for grapefruit. Shipping will begin October 15.

### FLORIDA FRUIT AS "GREEN AS GRASS."

Wiersdale.—The crop of oranges here is much smaller than last year on accout of the severe and long drought we had last spring. They are shipping oranges now, although they are as green as grass and will not be ripe for some time.

### FLORIDA CROP ESTIMATE.

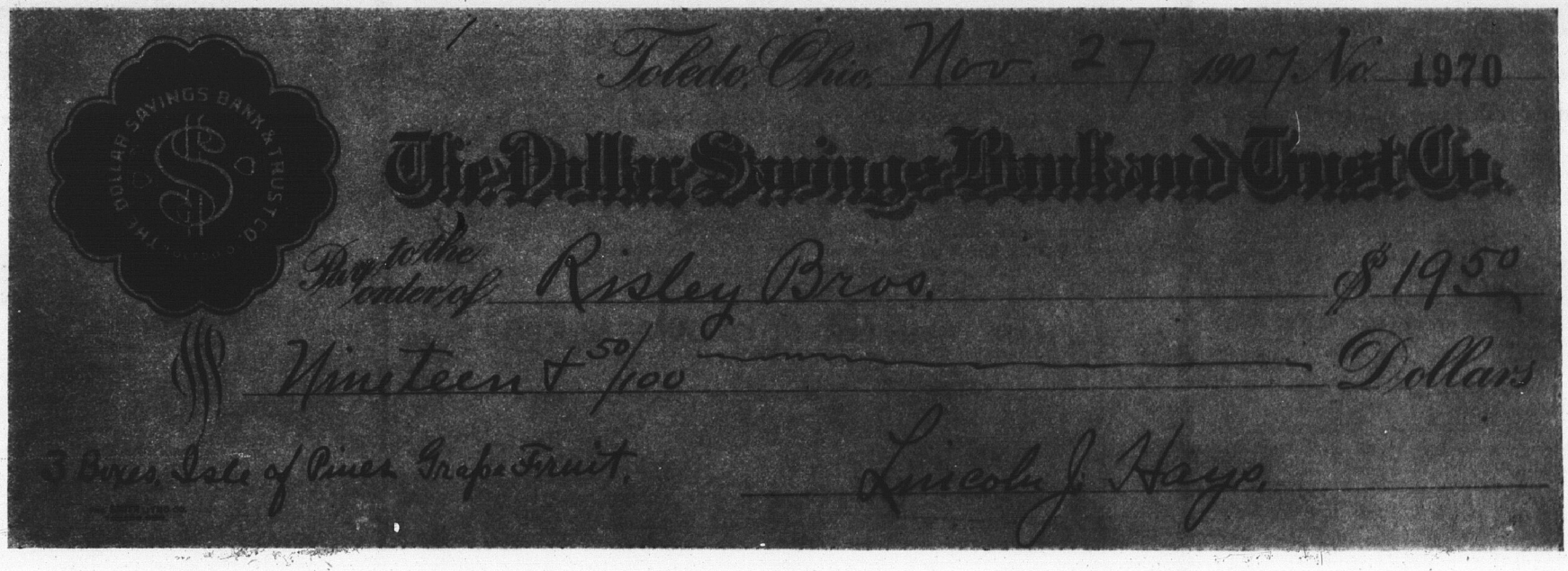
Orlando, Fla., Nov. 8.—Dr. Phillips chairman of the statistics committee of the State Horticultural society, has just issued his estimate of the Florida citrus crop. Dr. Phillips estimates the crop of 1907 and 1908 at 2,295,072 boxes, as compared with 3,826,018 last year.

# Ready Money for Isle of Pines Early Grapefruit.

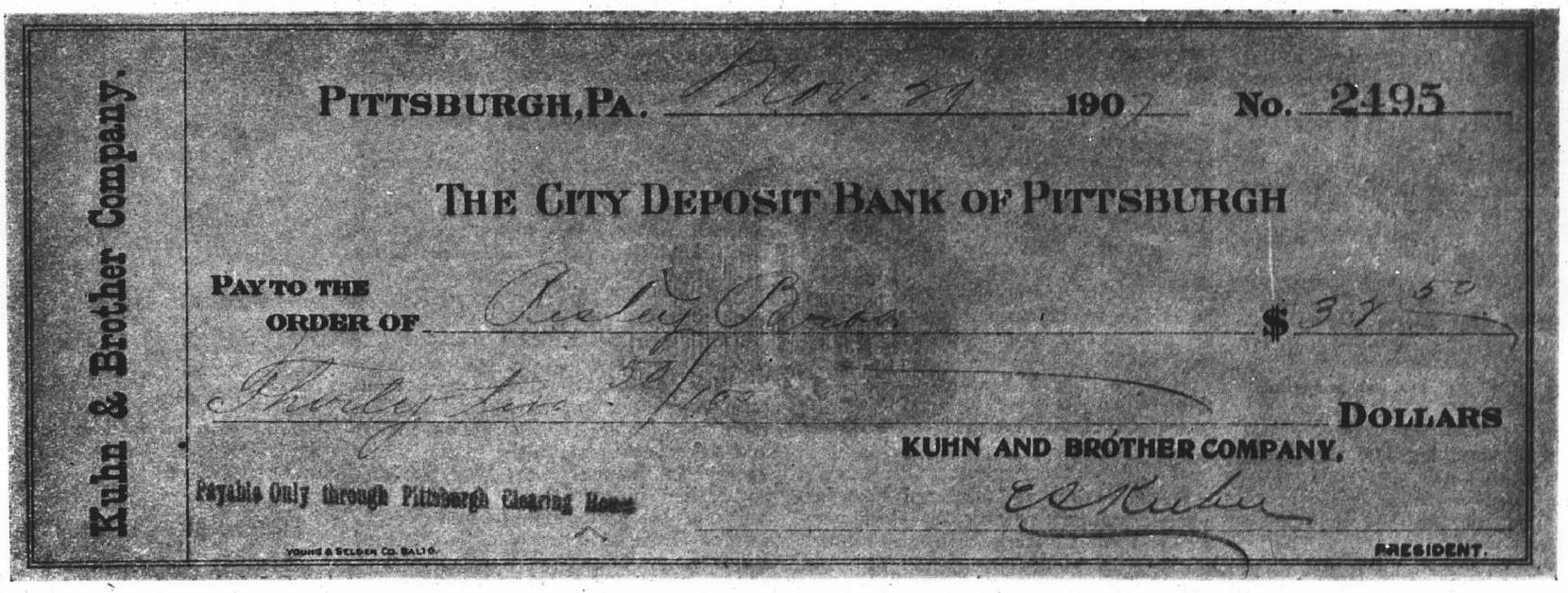
**These Checks are from Dealers who paid a total of $71.50 for 11 boxes of Isle of Pines Early Grapefruit—an average of $6.50 per box. Risley Bros. paid $5 per box to the New York Importer for this fruit, and Mason Bros., the Isle of Pines Growers, received $3.00 per box returns hereon, thus exceeding our estimated average returns, of $2 per box, by 50 per cent—see page 20 of our publication, "FORTUNES IN FRUIT."**

**RISLEY BROTHERS, Agents.**

Photograph of Check for $19.50, for 3 boxes of ISLE OF PINES Early Grapefruit, from The Chandler & Rudd Co., Grocers, Euclid Ave., Cleveland, O.


THE DOLLAR SAVINGS BANK & TRUST CO.
Toledo, Ohio. Nov. 27 1907. No. 1970
The Dollar Savings Bank and Trust Co.
Pay to the order of Risley Bros. $19.50
Nineteen 50/100 Dollars
3 Boxes Isle of Pines Grape Fruit.
Lincoln J. Hays.

Photograph of Check for $19.50, for 3 boxes of ISLE OF PINES Early Grapefruit, from Lincoln J. Hays, Grocer, 501 Adams Street, Toledo, O.


Kuhn & Brother Company.
PITTSBURGH, PA. Dec. 29 190 No. 2495
THE CITY DEPOSIT BANK OF PITTSBURGH
PAY TO THE ORDER OF Risley Bros $32.50
Thirty two 50/100 DOLLARS
KUHN AND BROTHER COMPANY.
Payable Only through Pittsburgh Clearing House
PRESIDENT.

Photograph of Check for $32.50, for 5 boxes of ISLE OF PINES Early Grapefruit, from Kuhn & Brother Company, Centre and Penn Avenues, Pittsburg, Pa.

# The McKinley Herald

PUBLISHED BY THE TROPICAL DEVELOPMENT COMPANY, 304 BRISBANE BLDG., BUFFALO, N. Y., AND McKINLEY, ISLE OF PINES.

The Britton [illegible] Printing Co.
Cleveland

DECEMBER, 1907.


Q. E. D.!

Merry Christmas!

Happy New Year!

Plant it in grapefruit.

Customers cry for it.

Strawberries and turkey.

Your success is our success.

$3.00 to $5.50 per box profit!

Ten per cent discount for cash.

Isle of Pines Early Grapefruit.

No panic prices in these profits.

The thousand dollar an acre crop.

40,000 acres bought and paid for.

Now for our January vegetables.

The kind you've never bought before!

Hats off to the Queen of table fruits!

Meet me at McKinley, Isle of Pines!

And its real money and ready money.

It's now up to the man with ten acres.

Worth working and waiting for, isn't it?

Twenty cases of typhoid daily in Pittsburg.

Think for yourself and act accordingly.

Masons' grapefruit profits exceed our predictions.

Going to miss that flood in Pittsburg this spring?

The proof of the grapefruit's the eating thereof.

The right of exchange is given with every tract.

No deaths from freezing or sun-stroke at McKinley.

No hot or cold weather diseases in the Isle of Pines.

Your last chance to buy land at its present price.

You can't overstock the market with Early Grapefruit.

All aboard for the land of fruits, flowers and sunshine.

Greater McKinley is on the biggest boom in its history.

"Fortunes in Fruit" are being realized in the Isle of Pines.

500 acres on anything like this basis looks good, doesn't it?

Our soil and climate have done their part—will you do yours?

Two and a half boxes per tree isn't bad for a five year old grove.

Which side of the Gulf Stream would you rather be on this winter?

Our November sales were the biggest in the history of our business.

800 investors and not 8 of them saw their land before they bought it.

"And all our days, we'll sing the praise of" ripe October grapefruit!

Which would you rather face, the lake winds or the trade winds this winter?

The Isle of Pines Company are the largest land-owners in the Isle of Pines.

Here's to the Mason Brothers and their plantation, La Ceiba (See-a-ba), Isle of Pines.

No ice has formed yet in the corner of the Caribbean, as they say of Lake Erie in Buffalo.

Payments may be made one-fourth down, balance in equal sums, at convenient intervals.

## CLEAR YOUR TRACT!

Land that will pay $1,000 per acre profit is certainly too valuable to be allowed to remain undeveloped.

A ten-acre tract, planted in ISLE OF PINES EARLY GRAPEFRUIT, returning $10,000 a year, is earning 6 PER CENT ON A VALUATION OF OVER $160,000. Therefore, if by the outlay of the comparatively small sum necessary to develop your tract, you can secure a life income equivalent to 6 PER CENT YEARLY INTEREST ON $160,000, don't you think you are losing valuable time every day your tract remains unplanted?

We advise you to place your order AT ONCE so as to have your tract cleared and planted DURING THE PRESENT CLEARING AND PLANTING SEASON AND THUS SAVE A WHOLE YEAR ON YOUR WORK.

We recommend any of the Contractors mentioned below as being responsible and reliable. They are all your fellow Bondholders and property-owners and WILL BE YOUR FUTURE NEIGHBORS AT McKINLEY, so that you can entrust your work to them in the CERTAIN KNOWLEDGE that it will be carefully done.

Risley Bros. have instructed their representative at McKinley to place their team and conveyance at the disposal of any contractor who wishes to inspect and report on a tract in West McKinley for any Northern property-owner, thus saving the time of the Contractor and enabling him to report on the cost of clearing the tract promptly.

Contractors charge a uniform Fee of $2 for inspecting and reporting on a tract of land which barely covers the cost of their time in making the examination. This $2 Fee is credited to the cost of clearing and improving the land should the Contractor be given the work to do.

### ALPHABETICAL LIST OF GREATER McKINLEY CONTRATORS.

W. H. Brown, Tract 78, McKinley.
W. J. Cleland, Tract 78, McKinley.
Mr. D. M. De Wolf, Tract 310, East McKinley.
Dr. J. M. Harris, Tract 298, McKinley.
Geo. R. McMullen, Tract 179, McKinley.
Quenton McQueen, Tract 39, McKinley.
Richard Naumann, Tracts 277, 288, 300, East McKinley.
F. C. Payne, Tract 83, McKinley.
Adam Regel, Tract 151, McKinley.
Swan, Mayrs & Co., Tracts 134, 81 and 75, East McKinley.

$1,000-an-acre crops on 30 odd dollars-an-acre land mean that present buyers will make fortunes.

Don't wait for times to get better—come down and clear off a ten-acre tract and plant it this winter.

Ten acres means $10,000 a year for lief—forty acres nearly equals 6 per cent on $700,000. THINK OF IT!

The tide of winter visitors to the Colonies has set in early this year. Better reserve your accommodations at once.

Messrs. Parent Bros. know a good thing when they see it—read their account of their discovery of Isle of Pines' Early Grapefruit.

When dealers sell out and re-order, when customers ask for "the kind they got yesterday," there really isn't much more to be said.

Which would you rather, shovel snow and coal with the thermometer at 20°, or spade up your vegetable garden with the thermometer at 70°?

Ten days at a time of black fog, (smoke, soot and mist) in Pittsburg makes you long for the blue sky and golden sunshine of McKinley.

Toledo cafe's scheduled Isle of Pines Early Grapefruit as a regular feature on their bills of fare in November.—Thanks to the capable manager of our Toledo office, Mr. B. B. Hiatt.

### THE ISLE OF PINES.

The most widely advertised speck on the map is the Isle of Pines.

Widely advertised because of its romantic and fascinating history, its association with the buccaneers and freebooters who hovered around the entrance to the Florida Straits like cormarants, waiting for the richly-laden galleons which plied the Spanish Main of old between the mother country and her colonies in Mexico and on the Caribbean Coast.

Widely advertised is it as the spot selected by those pirates to bury their treasure (who knows but what, upon the very ten-acre tract you own, that pirates' treasure may not lie concealed beneath a pine stump? Get busy, brother!)

Widely advertised is it throughout all Cuba as a health resort, famous for its life-prolonging, tasteless and odorless mineral waters—the softest, most delightful bathing waters and the lightest to drink to be found anywhere.

"The air and the water are like velvet," writes a visitor—and 'tis true.

And now that the first fruits of the young groves are coming upon the market, the Isle of Pines has a new claim on public attention, having produced a crop so valuable, so superior in quality and flavor as to make the output of its groves as distinctive as if a Burbank had called into existence, by the wizardry of his pruning knife, a new species of fruit—so different is our Isle of Pines Early Grapefruit from any other.

Already Isle of Pines tobacco has sold in Havana, the greatest tobacco center of the world, at the highest market price—$5 a pound.

Last summer, Isle of Pines pineapples brought the best price of the season in Havana and New York.

Winter vegetables? Mr. E. E. Tolksdorff, Manager of the Tropical Development Company, has cleared over $430 on a half acre of egg-plants, shipped successfully and sold in American markets in January.

So much for the soil, climate and products of the Isle of Pines which have advertised it as nothing else could and which will make of it the greatest citrus fruit and winter vegetable garden and all-the-year-'round health-resort in the world.

But there is one thing more that is making the Isle of Pines famous, and that will make it predominant in the future growth and development of the Caribbean littoral. And that is the character of its people.

They come from forty states of the Union and from ten times forty businesses, trades and professions and, united on a common purpose, they are solving the last and final problem of agriculture—intensive cultivation. The civilization of a people can be gauged by the economy with which it cultivates the soil that sustains it. "Not how much land but how well it is tilled," and "We grow what we eat" are the mottoes of the McKinley Colonists.

The Isle of Pines in general and the McKinley Colonies in particular, constitute the first outpost of the peaceful conquest of the adjacent tropics by the American people. At home, industrial conditions are becoming more and more unsatisfactory and the avenues of opportunity more and more restricted. The spirit of the age breathes CO-OPERATION, BROTHERHOOD and EQUAL PRIVILEGES, while the economic bands of a worn-out System only serve to distort into ugly forms the tendencies of the times which they cannot control.

What wonder, then, if the MAKERS of McKINLEY are pioneers, no less in a new country than in a new thought?

What wonder if the old ideas of COMPETITION are left behind, if the old SUPERSTITIONS and BELIEFS in the limitations of SENSE and SELF are abandoned ere the journey is begun and if, with the Southern Cross to guide them, these ISLE OF PINES AMERICANS are blazing for themselves and their children a newer, broader and fairer highway than man has ever trod before — the HIGHWAY OF TRUTH!

LOOK UP, MEN AND WOMEN OF McKINLEY, the FUTURE IS YOURS!

### "O! Mr. President Were You Ever in Cuba?"

Washington, Nov. 29.—At the White House reception to Admiral Evans and President Amador, of Panama, tonight, was the young wife of an army officer, hardly out of her teens, but exceptionally attractive. Her husband has just returned from duty in Cuba.

The President asked her solicitously about her sojourn there. "It was delightful," she said. "The people are so charming and hospitable. The climate is superb. The scenery is magnificent." Then, apparently fearing her enthusiasm might be too great, and, looking for verification, she said anxiously: "Oh, Mr. President, were you ever in Cuba?" —*New York American.*

### Address By Dr. Harris.

An able and interesting address made by Dr. J. M. Harris of McKinley to the McKinley Fruit Growers' Association, of which he is president, was received too late for publication in this issue of the Herald. It will appear in the next number.

### Pineapple Prices 'Way Up.

Kansas City, Nov. 9.—A few pines are being offered and are selling in a small way at $2.50 to $3 per dozen.

## McKinley Items.

Mr. Thomas Adams, brother-in-law of Mr. Parent, manager for Risley Bros., agents, and the Tropical Development Company, at Cleveland, has recently paid McKinley a visit.

Mr. and Mrs. Fred W. Stiegele are occupying the tent on the grove, recently vacated by Mr. and Mrs. J. L. Swan. Mr. Stiegele is building a cozy little cottage on his tract, No. 243. This building now being erected is a temporary home, consisting of two rooms and two porches. It will be ready for occupancy by the middle of next week. (We are informed the Stiegeles are now "at home" in their new house.—Ed.)

Mr. Quinton McQueen has the southern six acres of Tract 39 cleared and ready for the plow.

Mrs. Botsford is having four more acres of Tract 411 cleared and made ready for planting to complete her ten-acre grove. On Tract 416 there are four acres being plowed for vegetables.

Mr. Nixon has set out five acres of orange and grapefruit trees on his daughter's tract, No. 329.

Mr. John Spewok, Tract 401, has fifty fine banana plants nearly ready for bearing.

Mrs. Bostwick is having some plowing and harrowing done in her orange grove.

Mr. George Werner is building on his tract, No. 404. The roofing is on, and will, before many days, be ready for his family to move in. (Glad to see you back, George!—Ed.)

Mr. J. N. Slocum, Tract 178, has eight acres set out in orange and grapefruit trees. The trees are looking fine. His grove is kept in fine condition, is cleared of grass, and plowed and harrowed thoroughly.

Mr. Harold Hubbard arrived this week and will spend the winter working on his mother's tract, No. 176.

Mr. F. C. Payne has cleared the eastern five acres of Tract 231, for Mr. Val. Crusius, and has set it out in orange and grapefruit trees.

Mr. M. J. Payne, has had his cousin, Mr. F. C. Payne, set out five acres of oranges and grapefruit on his tract, No. 239. The grove is in fine condition.

Mr. August Heck has improved his tract, No. 290, in the original colony, by clearing and plowing. Mr. Heck has set out 4,600 cabbage plants besides planting other vegetables. He also has acquired sixteen or eighteen hives of bees. Mr. Heck has been ably assisting Mr. Naumann in his work of clearing.

Mr. J. W. Usher, who owns Tract 91 in East McKinley, is at present occupying F. R. Heller's home on Tract 66 in the original McKinley Colony.

Perry Rockwood is again presiding over his bachelor quarters on Tract 85.

A thrifty little grove has been started on the western half of Tract 111, owned by Mr. Stetson.

Mr. MacMullen has been kept very busy getting his grove on Tract 179 in shape again after his long visit to the States.

Mrs. George F. Young arrived last week, accompanied by her daughter, Miss Evelyn Young. The colonists are glad to welcome home again one who had been greatly missed.

Mr. Butler's trees are showing the care they have had, and many of them are taking on a vigorous new growth.

Mr. R. G. Parsons has about two acres in garden. He has set out over 1,000 tomato plants, which, with eggplants, cucumbers, squashes and other garden truck, will doubtless be greatly benefited by the showers with which we have been blessed the past few days.

The appearance of the Grove House is being greatly improved by a coat of white-wash, inside and out.

The saw-mill is being moved from its present site near the center of the Manigua Grove to a site where good building timber is more available. Most of the hauling is being done by oxen, whose motions are so slow that together with the increased demand for good lumber, the move was expedient.

Mr. Brown, Tract 78, original colony, is busy on Mr. Garden's new house.

## East McKinley Items.

Capt. and Mrs. R. C. McLane are stopping at Center Cottage. As soon as arrangements can be made, they will pitch their tent on Dr. M. G. Furlong's tract while their house is being erected. This arrangement is very convenient for them, their tract being only two tracts from the doctor's. Capt. McLane has selected Tract 195. (Since the above was written Capt. and Mrs. McLane have moved into their tent.)

Mrs. Penfield's house was begun on November 8th. The house is to be 22 feet by 24 feet; it is to be divided into three rooms. A seven foot porch will surround the house, one corner of which will be partitioned off for a kitchen. Mrs. Penfield will make use of the wood-pulp wall-boards, which make such a neat and satisfactory finish for the interior.

On November 10th, a sloop came in at Port McKinley, bringing with it a load of lumber for Messrs. Mayrs, Morgan and Swan. On the 13th a two masted schooner came, bringing lumber for Mrs. Penfield, Mr. DeWolf, Mr. Naumann and Mr. Wm. Mayrs. The lumber was shipped from Los Indios.

Dr. Furlong and his family, with Mrs. Penfield, are temporarily residing in Mr. Tolksdorff's new house. As soon as carpenters can be gotten the doctor will erect a two-roomed house to be used as an office. In these two small houses they will establish themselves until the doctor's cement block house, which he contemplates erecting, will be ready for use.

Mr. French and his son are tenting on the tract adjacent to Clarence Morgan's tract, where he has a seed bed started, and will proceed to start a garden.

Mr. E. E. Tolksdorff lays claim to having culled the first radishes raised in East McKinley.

Mayor E. C. Knight and his wife arrived this past week. Mr. Knight brought with him a fine mule, which he purchased in Havana. Mr. Knight is having a wind-mill erected. Tract 292, on which the house stands, and Tract 291, adjacent to it, are both cleared and plowed and Mr. Knight is getting ready to set out the trees immediately.

Mr. C. W. Mayrs' house on Tract 80 is completed, a least sufficiently so to be occupied by the family, which consists of Mr. and Mrs. Mayrs and their two sons, Roy and Ray. Mr. Mayrs is a hustler. He has purchased a pair of mules and the clearing which they have accomplished in the north end is surprising. Mr. Mayrs has several houses to build for other parties at once.

Mr. Wm. Mayrs has started to build on the tract adjacent to his brother's. His house will measure 16 feet by 16 feet, with a ten foot porch all around.

The main road in East McKinley, running north and south, is being opened up. The workers on it have almost reached the north end.

Messrs. Hobbs and Wood are tenting on Tract 96. They have contracted to have their land cleared and a well dug.

Messrs. Morgan, Usher, Payne, Mayrs and Swan will organize to build a bridge over the Del Medio River. The work was to have been started last week.

Mr. C. W. Morgan, Tract 90, has six acres cleared, plowed and set out in oranges. Mr. and Mrs. Morgan are very happy in their little home, and are among the busiest at the north end. They brought with them some beautiful young barred Plymouth Rock pullets, and they estimate the cost of chickens, including transportation to the Isle of Pines, was not quite a dollar apiece.

Mr. R. Naumann, owner of Tracts 277, 288 and 300, East McKinley, is one of those who have entered into the land clearing enterprise. Mr. Naumann, on receiving his stump puller, first cleared a small portion of his own tract, possibly an acre and a half, and then undertook the clearing of the tract belonging to Mr. E. Mosher, of Erie Pa. He has cleared between three and four acres. Mr. Mosher's tract contains a good many palmettos, which Mr. Naumann finds somewhat more difficult to pull than the pine trees, but he is succeeding to his satisfaction. Mr. Naumann has gone about this undertaking in a business-like manner, and is competent to accomplish whatever he undertakes in this line.

Mr. Elmer L. Ellsworth, owner of Tract 259, has returned to McKinley, after having spent the summer in the north. Mr. Ellsworth built himself a small cottage when he was here last winter, and it is his expectation to board hemself and proceed to clear, plow and plant out his tract.

Mr. Eugene Parker and Mr. Guy Jewett from near Cleveland, accompanied Mr. Ellsworth to McKinley. They will at least remain here for the winter.

Mr. Dallas M. DeWolf, having built a good-sized barn on his place, has moved into it temporarily. Mr. DeWolf has been hauling logs to the saw mill for some time, and expects soon to be able to build a house 20 feet by 22 feet, with a porch all around. The house will have a cement floor. Mr. DeWolf is making an attempt at gardening and the colonists are wishing him every success in his undertaking. He has buckwheat ready to cut.

## VEGETABLE GROWING AT McKINLEY.

The raising of vegetables for the Northern winter markets is rapidly becoming an important factor in the development of the McKinley Colonies.

The loose, sandy loam and rich, black muck found in the depressions or along the arroyos or little brooks which traverse the Colonies are perfectly adapted to growing potatoes, egg-plants, tomatoes, cucumbers, cabbage, lettuce, peas, beans, squash, peppers, onions, radishes, horse-radish, beets, sweet potatoes, celery, and, in fact, nearly every sort of vegetable which is a luxury when the snow is on the ground at home.

"Nearly every tract contains a variety of soils," says Captain Drake, and it is true.

There is as ready a market for the shipment of half a dozen crates of vegetables as there is for a shipload between January 1st and April 1st, in any Northern city.

A windmill and well to supply water for the acre or two of vegetables which is all one man can successfully attend to, is desirable, as vegetables need water the same as they do here in summer or just as a lawn or flower bed should be watered. They are unlike fruit trees in this respect.

After April 1st the shipping season closes—not because vegetables stop growing, but because the Northern vegetable fields begin to come into bearing and the prices fall. Therefore, in summer, the settler at McKinley need cultivate only a small garden for his own use—a space 100x50 feet being ample. This should be shaded over (in summer only) to keep the young plants from being scalded by the sun after one of the refreshing summer showers, which come usually in midday at McKinley.

The vegetable fields should be carefully ploughed up and the sun and air allowed to sweeten the soil—that is, oxydize the carbonic acid to be found in all "new" land. This takes usually from sixty to ninety days, after which the land can be planted without any fear of the plants "dying back" after they come up. In exceptional cases it may be well to plant sweet beans or cow-peas and let them come up before planting the vegetables you wish to grow.

The quality, texture, size and flavor of the vegetables I have eaten at McKinley in winter, including potatoes, of which I am very fond (and which when French fried are, I think, "the finest fruit that grows," barring only "The Queen of Table Fruits"), I say, these vegetables, raised at McKinley, are equal in all respects to those raised in the North.

And, when you stop to consider that the McKinley vegetable growers have to compete only with those who grow their produce in hot houses by forcing methods in winter, paying big coal bills in order to get results, it is evident that the settlers at McKinley, with the Gulf Stream as their natural frost-protector, have every advantage of the Northern grower.

R. P. RISLEY.

## McKinley Items, (Original Colony.)

*(Delayed in Publication.)*

Mrs. Botsford and her two daughters, the Misses Evelyn and Bessie Corbin, have taken charge of the Grove House.

Mr. Magnus Sorenson, an experienced gardener, and owner of Tract 274, has arrived.

Mr. Gabriel, who has been prospecting at Santa Fe and other places on the island, decided after one visit at McKinley, to remain here permanently. He is stopping for a time with Mr. and Mrs. Willis Z. Dunn at their pleasant little home on Tract 153.

The store has been moved from the Grove House and this portion of the Grove House has been made into six rooms to be used by ladies and married couples.

Mr. Roy Waha made a trip to Havana, preparatory to opening a store in the Gaiser House on Tract 369. Mr. Waha will later on build further north as a more central location is desirable, but the Gaiser House is at present the only available building.

Mr. F. W. Stiegele, Tract 243 in the original colony, has arrived. Mr. Stiegele brings with him his wife and boy, prepared to make this their home. He expects to have his tract cleared at once, and citrus fruits set out immediately.

Mr. Chas. Waldon, an experienced gardener, is working with Mr. Parsons on his tract. Mr. Parsons will set out two acres in sweet potatoes and two acres in other vegetables.

Cocoanut trees have been set out on Mr. Otis' place in McKinley. Mr. Otis is the possessor of the prettiest little palm grove in McKinley.

Mrs. George F. Young has been making a long visit in the States among her relatives and friends. She has been sadly missed here at McKinley and her friends are glad to hear that she is expected to arrive on October 24th, bringing with her her daughter, Miss Evelyn Young.

One of the prettiest places in the original McKinley Colony is that owned and managed by the Messrs. Young. There are 40 acres in all, set out in citrus fruits, and they are thriving beautifully. There is a handsome little grove of lemon trees, 550 trees in all, and adjoining this, 150 lime trees. This little grove makes a beautiful showing, and is one more proof that this soil is especially adapted to the growing of citrus fruits. Readers of the *Herald* know all about Mr. Young's Pinery, but those who have not made its acquaintance, will enjoy hearing of the 1,100 pineapple plants, many of which are in bearing. Large apples, which will doubtless weigh from seven to ten pounds when mature, down to little apples not so large as one's fist, give promise of a plentiful supply of this luscious fruit in the near future.

Mr. Young has some Mulgoba mangoes growing nicely. These trees he has planted near an arroyo and yet on a knoll. They do not seem to need any

different soil than the orange and lemon trees, and these last are doing finely both in gravelly and sandy soil. They have considerable garden started and this, with their groves, keeps Mr. George Young, Mr. Chas. Young, one regular hired man and several natives busy. Many will be interested to know that they have never purchased a pound of hay to feed their mules and horses, but have fed them the hay mown from their own tracts.

One of the places which shows the result of untiring labor is that of Mr. S. H. Woodworth, Tract 388, the southern five acres. Mr. Woodworth and his son Walter are employed on the grove, but they have succeeded in working considerable ground, and have started a large garden. Mr. Woodworth believes that many of the vegetables would do better in summer under partial cover, so he has erected a frame-work, and roofed it with palm leaves, covering an area of 5,000 square feet. Here Mr. Woodworth has grown some fine lettuce, and hopes to be just as successful in raising others of our northern-grown vegetables. Mr. Woodworth has some fine banana plants and other native trees in bearing, and has some avocadoes started from the seeds. They have a pineapple patch, quite a lot of Jamaica sorrel, and three good-sized sweet potato patches. Their bees are doing nicely and promise them a goodly supply of delicious honey.

Mrs. J. H. Bostwick is making a few alterations in her house on Tract 421, original colony.

On October 6th, a little launch, belonging to Mr. Symmes, of Los Indios, landed a small party of people from that place on the shores of the Nuevas River at the prospective port at McKinley. They were met there by Mr. Tolksdorff and others from McKinley, and after a bounteous feast was spread and partaken of in real picnic style, a drive was next in order. After taking them to the various points of interest enroute to the Grove House, they unloaded at the grove, where they helped to swell the number already assembled to listen to the sermon delivered by the Methodist minister, Mr. Redmon.

Mr. Symmes has taken a very large order for lumber, which will be delivered on a scow at Port McKinley this week.

Mr. Willis J. Dunn writes that he has opened a laundry tract, McKinley. As Mr. Dunn is a thoroughly practical and experienced man in this business and as there is a demand for a laundry at McKinley, Mr. Dunn should build up a good trade.

## East McKinley Items.

*(Delayed in Publication.)*

Mrs. Penfield's house is the next to be constructed in East McKinley. The lumber is all ready for operations to begin at once, and the carpenters available have been employed.

Dr. M. G. Furlong and family have moved from Center Cottage to Mr. Tolksdorff's house, where they will remain until their own house is completed. Dr. Furlong intends building an office on his own tract in the near future. The doctor's tract is No. 217, a little over half a mile above Mr. Tolksdorff's tract.

Some of the more enterprising of the East McKinleyites have made a suggestion which is a good one, and which shows the spirit of our colonists. It is that those who are interested in the tracts along the road now being cut through past Dr. Furlong's house, Mr. Mayrs, Mr. Tolksdorff and others, should purchase a road machine, which, when not in use on this road, can readily be rented to Risley Brothers, or others interested in other roads.

Mr. and Mrs. George Saxe have moved from the Thomas house to Center Cottage, where they will be prepared to make comfortable the stay of a few colonists while they are preparing homes for themselves.

Mr. and Mrs. Cal. Mayrs and their two sons, Mr. and Mrs. Wm. Mayrs and Miss Sweeney, who have been camping on Mr. Tolksdorff's tract, have pitched their tents on their own tracts.

Mr. and Mrs. J. L. Swan have been tenting on the grove near the Grove House. They will go to their own tract this week.

The stump puller, belonging to Messrs. Swan and Mayrs, has arrived, and they have commenced the clearing of tracts Nos. 72, 75 and 80. Mr. Sebelin's tract is one of those being cleared.

Mr. Naumann's stump puller has arrived and is at work on his own place.

Banana plants are being set out on Mr. E. C. Knight's tract. Mr. Knight is having a vegetable garden started, preparatory to their removal to McKinley. Mr. and Mrs. Knight and their daughter are expected to arrive the first or second week in November.

## Departures for McKinley.

Mr. L. B. Bowman, formerly connected with the Ohio State Hospital, left New York, Nov. 16th, en route to McKinley. Mr. Bowman has an interest in tract 103 WEST McKINLEY, and expects to begin the work of development on this tract as soon as he arrives in the Island. He has taken a complete outfit with him. We wish Mr. Bowman every success in his undertaking and feel sure he will prove a valuable addition to the Colony. (Another new citizen for "Buckeye Corners."—Ed.)

Mr. Elmer Ellsworth of East McKINLEY returned to the Island in November, after spending several months in Cleveland. Advices from McKinley state that Mr. Ellsworth was glad to get back to the "Gem of the Caribbean." He was accompanied by two friends, Mr. Guy Jewett and Mr. Eugene Parker. (Fresh pork will now be obtainable again in East McKinley.—Ed.)

Mr. J. P. Casterline and his son F. E. Casterline expect to leave for McKINLEY on Dec. 13th. These gentlemen are owners of tracts 175 and 198 and expect to begin the work of developing their land immediately upon their arrival at McKINLEY. The Messrs. Casterline have many friends in Cleveland who wish them the best of success. (Here's to you, Messrs. Casterline, may you live long and prosper at McKinley, Isle of Pines!)

Mr. J. H. Hauser, formerly a member of the Board of City Commissioners of Akron, Ohio, and until recently connected with the Aluminim Flake Co., of Barberton, Ohio, was among those who left New York on the S. S. Havana, sailing Nov. 23rd, en route to the Isle of Pines. Mr. Hauser purchased tract 252 EAST MCKINLEY and has gone to the Island to take charge of the clearing and planting of his land.

Mr. Adam Regel says he has had enough of this weather and returns to the Island, leaving New York Dec. 7th. Mr. Regel spent several months in the Isle of Pines last winter, and knowing something about the delightful weather enjoyed by the residents of McKINLEY, he is loath to stay in McKINLEY any longer than is absolutely necessary. (As a "3-fer" stockholder, Mr. Regel probably stayed over this year to help elect Mayor Tom.—Ed.)

Mr. I. B. Wells, of the firm of Wells & Kipp, well known contractors of Lorain, Ohio, and Mr. E. C. Bonney of the same town, will leave for McKINLEY about Dec. 14th. Messrs. Wells and Bonney are anxious to begin the work of development on their tracts, numbers 753 and 751 WEST McKINLEY. These gentlemen have many friends in Lorain who wish them good luck. (Now, Mr. and Mrs. Dunn, we told you we would send down some more Lorain people!—Ed.)

Mr. and Mrs. R. W. Barton will leave for McKINLEY about Dec. 21st, traveling via Florida and expect to spend the greater part of the winter at McKINLEY.

Mr. Joseph Cowgill of Toledo left for the Colonies in December, going via Mobile. Mr. Cowgill has picked out a tract in WEST McKINLEY and will improve his and the adjoining tract for a friend.

Mr. C. M. Foster of Toledo will visit the Colonies in January, having selected a ten acre tract in WEST McKINLEY. He will improve his property, beside working at his trade as a carpenter.

Mr. J. Campbell of Sewickley, Pa., a 15—MCK—ENDRESS competent florist, horticulturalist and gardener, will leave for WEST McKINLEY to develop tract No. 602. He will be accompanied by Mr. George Nichols, as experienced carpenter, who has bought tract No. 628, adjoining Mr. Campbell's tract.

Mr. William Hottenfeller left for EAST McKINLEY in November, having purchased Tract No. 346 EAST McKINLEY. Mr. Hottenfeller is a practical iron worker and will proceed to develop his tract and do such other work as is his line.

Mr. D. L. Herr will leave for WEST McKINLEY shortly, passing the winter there in developing his land, Tract 491, WEST McKINLEY.

Mr. J. G. Taylor, a B. & O. R. R. man of Connellsville, Pa., who has visited Florida in past seasons, will leave for the Colonies in February to arrange for the development of his tracts, Nos. 654 and 680 WEST McKINLEY.

Mr. F. O. Weissing of Pittsburg, who has purchased Tract 698 and the eastern five acres of No. 697, will arrange to have his property improved when his father goes down this winter.

## ELECTION OF ANNUAL INSPECTOR.

Mr. A. T. Baxter was elected Third Annual Inspector of the Manigua Orange and Grapefruit Groves at the recent election.

The polls closed on Dec. 2nd and as soon as convenient for representatives of the candidates to be present, the votes were counted and the count witnessed by Mrs. Spathelf, representing Mr. Spathelf, and Mr. J. F. Kennedy representing Mr. Baxter.

The following is the official count:

| | |
|---|---|
| A. T. Baxter | 173 |
| Philip Spathelf | 53 |
| W. J. Cleland | 37 |
| R. H. M. Hopkins | 2 |
| F. W. Stiegele | 1 |
| Total | 266 |

Mr. Baxter, the successful candidate, was declared elected and will leave for the McKinley Colonies shortly to make his inspection and report. Mr. Baxter is well and favorably known to many of the Bondholders of the Company, both in the North and at McKinley.

Mr. W. J. Cleland, who received 37 votes at McKinley, is one of the most highly esteemed residents of the Colonies, where, in addition to caring for his own groves, he does the blacksmithing for half the Isle of Pines and also carries on a general contracting business.

## Milliner and Orange Grower.

Plant City, Fla.—J. T. Lowe, the popular dry goods and millinery dealer here, is an old Packer reader and has a fine orange grove from which he expects to market quality this season, since quantity is a little short of the usual. Mr. Lowe wishes to sell his oranges, f. o. b. Plant City, when thoroughly ripe, about December 15.

## The West McKinley Surveying Corps.

When the Day Express on the Pennsylvania Railroad drew out of the Union station, Pittsburg, at ten a. m. on Wednesday, Dec. 4, it carried a surveying corps of eight men bound for the McKinley Colonies.

The party had been organized by Chief Engineer R. A. Thomas, of Pittsburg, who has contracted with Messrs. Risley Bros., Agents, to complete the survey of the West McKinley Tract of 10,000 acres and to do certain other surveying, engineering and construction work which Messrs. Risley Bros. have on hand in connection with the subdivision, sale and development of this and the adjoining property of South McKinley.

Mr. Thomas is one of the rising young members of his profession and came to Messrs. Risley Bros. fresh from a survey of thousands of acres in the Province of Ontario, Canada, for the Pittsburg Reduction Company, during the past summer. Associated with him in that work were a number of the members of his present party, so that the organization which Mr. Thomas effected in a few days during the latter part of November is united, not only by the ties of a common business purpose, but by the bonds of friendship as well.

"The finest corps that ever left Pittsburg," remarked Mr. Thomas laconically when asked about the efficiency of his staff.

"Why," he added, "every man in the outfit is an instrument man," which means that this is practically an "all-star cast," as the theatrical people say.

Although a young man, Mr. Thomas has had a varied experience in engineering work from rodman and chainman up.

During the summer of 1904 he relocated government section corners on the Rosebud Reservation, Gregory County, South Dakota, and witnessed the opening of that reservation for settlement, in which over 100,000 people drew lots for 2,600 quarter sections. Of the lucky ones, only half remained on their claims long enough to prove up, being unable to stand the severe cold of the winter. Those who abandoned their claims not only forfeited all right to 160 acres of land, worth $10,000, but were forever disqualified from homestead privileges again, as Uncle Sam has decided that "once a quitter is never a pioneer."

Mr. Thomas has also worked on mine surveying for the government in New Mexico.

The Santa Barbara property, of which the West McKinley tract is a part, has already been surveyed and staked out on the square mile system, so that it is possible even at present to locate any spot on the map with a little effort. Indeed, the Isle of Pines Company has executed deeds for several hundred acres of land which had been sold by the Company before contracting with Messrs. Risley Bros. for the exclusive sale of this property. These deeds were all issued according to the sluare mile survey of the property now on record.

The task that the West McKinley Surveying Corps will set themselves to is the subdivision and staking of this square mile survey into ten-acre tracts, divided by 40-foot roads, as shown on the large map of the Colonies, so that it will be possible for the owner of any tract to find it practically unassisted, simply by following the staking system, each hard-wood corner stake being indelibly branded with the numbers of the adjacent tracts.

Two parties of seven men each will be kept constantly in the field, it being the plan of Chief Engineer Thomas to complete his organization upon his arrival at McKinley and to push the work as fast as possible. A team will be at the disposal of the corps during the survey.

## Still Green on the West Coast.

St Petersburg—The oranges here are very green yet. The quality is fair. Estimate the crop of the state 1,500,000 boxes. No sales have been made here as yet.

## Important for Visitors and Settlers.

It is always pleasant to know where you are to put up when visiting a strange city for the first time and it is especially so when that city is situated

HOTEL ALCAZAR,
PRADO 121, HAVANA, CUBA.
Many Mckinley people patronize this comfortable house while in Havana.

in a country whose language, manners and customs are unfamiliar to you.

And it is all the pleasanter when bound for Cuba, for instance, to feel assured of a cordial greeting from a friendly, cheery voice and to know that there is someone on the lookout for you from the moment your steamer enters the beautiful harbor of Havana until it drops anchor near the wreck of the ill-fated "Maine."

Settlers and visitors bound McKinley-wards will find every preparation made in advance for their comfort and convenience at the Hotel Alcazar, and through the indefatigable efforts of Mr. George Danforth, every detail of their arrival will be attended to for them if they will only make themselves known to him.

Recently, Mr. Danforth, who is thoroughly familiar with the Havana customs service, has opened an office in partnership with Mr. Stanley Jackson, a resident of Cuba for four years and a fluent linguist, under the firm name of Danforth & Co., Teniente Rey, No. 1, which is only a block from the Machina Wharf where all passengers arrive and depart and opposite the (Aduana) custom house entrance.

Here passengers will find a comfortable place to rest and assemble their luggage and freshen up a bit after the customs inspection, which is always a tedious ordeal.

Arriving, settlers and visitors should not give their baggage to any hotel runner or express agent, but see Mr. Danforth, who writes that he will attend to their transfers and save twenty-five cents on each piece of baggage. In case you fail to meet Mr. Danforth on the arrival of the steamer, take a Cerro Aduana car on the elevated track in front of the custom house and tell the conductor to let you off at the Hotel Alcazar at Padro and Dra-go-nes Street, where Mr. Danforth lives.

The Alcazar's rates are $2 and $2.50 a day, American plan. The table is comfortable and as the hotel is very centrally located, close to the Villanuera R. R. station (United Railways of Havana), where trains to and from Batabano depart and arrive for the Isle of Pines steamer, it has proven popular with McKinley people. You can, of course, get any kind of accommodations in Havana, a city of 235,000 people, that you wish to pay for up to $20 a day. At the Alcazar you will get your money's worth, however, the rooms being large and airy, lighted with electricity and furnished with American beds. There are baths on every floor and the cooking is American.

Settlers bringing in household goods should ship them as excess baggage on the steamer at 12 cents per cubic foot—20 cubic feet (2x2x5 feet) free on each full intermediate ticket. Don't ship your goods as freight.

Settlers should sail from New York on Thursdays, so as to stay over in Havana from Mondays until Wednesdays, as it is almost impossible (if you sail Saturday from New York and arrive Wednesday) to get baggage through the customs Wednesday afternoon in time to catch the train.

Tourists and visitors who have little baggage can, of course, use the Saturday sailing, passing through Havana Wednesday and doing their sightseeing in the beautiful, interesting and historic Cuban capital on their return from the Isle of Pines.

There is a lot of red tape to go through in entering goods at the Havana custom house which is so troublesome and confusing that Americans find it desirable to get the assistance of a custom house broker. Mr. Danforth will attend to all these matters in a business-like, expeditious manner. Bills of lading and a copy of the list of goods or other shipments that are made by freight should be sent to Mr. Danforth in advance to save time and money.

Those who arrive in Havana on Wednesday and leave on the 5:50 train for Batabano will be given the use of the parlors of the Hotel Alcazar free, being charged only for meals they take, thus saving the cost of a room.

Those who desire to stay longer in Havana, either for sightseeing or to make necessary purchases, will find the Alcazar a very comfortable hotel, while Mr. Danforth, who knows Havana thoroughly, will prove an obliging and agreeable companion.

Mr. Danforth's address is Hotel Alcazar, Prado 121, Havana, Cuba, or (office) Teniente Rey No. 1, Havana, Cuba. Write him, giving the date of your departure and state what route you will take, and he will be on the lookout for you.

## BUSINESS OPPORTUNITIES IN GREATER McKINLEY

BAKERY.—The McKinley Colonies purchase about $600 worth of bread monthly which is brought to the Colonies. No pies, cakes, confectionery or fancy pastry is purchased. A first class baker would find a ready market for the output of his ovens and could build up a good business. A lunch counter in connection with the bakery would pay.

CIGAR MANUFACTURER.—The soil of the McKinley Colonies grows the finest quality of cigar tobacco both wrappers and fillers. There are upwards of 800 people interested financially in the Colonies, many of whom are smokers. Cigars made in the Colonies from tobaco raised by the settlers, would prove a big seller not only at McKinley but in every city where we have offices.

Risley Bros., Agents, will assist in pushing cigars made in the Colonies and advertising them widely and without charge to the maker under certain names of brands which they will make known to responsible interested parties.

SIGHTSEEING, YACHTS AND AUTO SERVICE.—There is an exceptional opportunity for people with some capital to join us in financing a sightseeing service that will enable winter visitors from Havana and those who come direct from the States to enjoy the beauties of the Isle of Pines. We have several thousand dollars already pledged for this enterprise and would be pleased to hear from other interested. Here is a fine opportunity for the owner of a fast motorboat or yacht, such as carry passengers on the lakes or St. Lawrence or other water courses in summer to employ his craft profitably in winter.

## Recent Arrival Has $2,000 Worth of Work to Do.

Mr. T. W. Simpson, of 2927 Grant Ave., Ogden, Utah, in the course of a recent letter, says that he has lately heard from Mr. Richard Naumann, owner of Tracts 277, 288 and 300, East McKinley, and that Mr. Naumann is getting on finely with his work.

"Mr. Naumann says," writes Mr. Simpson, "that he is busy clearing his tract No. 300, also has contract to clear 5 acres of tract 286, East McKinley, and has $2,000 worth of clearing in sight.

"He has his stump-pulling machine and says that it does the work, pulling from 3 to 30 inch trees.

"He has just planted 25 banana plants and wants to put out 5 acres of Gillette's nursery trees this winter and also build a small house on his place. As I told you, he is a 'rustler,' and will succeed at McKinley.

"He says the climate there is certainly grand. 'This evening (Oct. 12th) it is 75 degrees and this morning it was 70 degrees—clear as a bell and trade-winds blowing all day—a nice breeze is blowing at 8 p. m.'

"He has resigned his position here with the R. R. Co., and will make that his home, though when he left here he only intended staying down there 60 days.

"A letter from my son," continues Mr. Simpson, "says Mr. Mahoney, the contractor, will commence building the government road from McKinley to Nueva Gerona right away and offers him $6.00 a day for himself and team to work on the road. The road goes past the front of our place, in which we are very lucky."

Persons who desire to have clearing or other work done would do well to communicate with Mr. Naumann, who is referred to in Mr. Simpson's letter.

There is more clearing and contracting work at McKinley than there are men and teams to do it this winter.

## Some Recent Departures for Greater McKinley.

Captain J. M. Drake, President of the Drake Coal Company of Cleveland, and his daughter, Miss Minnie A. R. Drake, sailed on Saturday, Dec. 14, on the S. S. Saratoga of the Ward Line for Havana and McKinley. Captain Drake will supervise the planting Tracts 423 and 433 in the original McKinley Colony, of which he has made a present to his daughter. Captain and Miss Drake will be cordially greeted upon their return to the Colonies by their friends of last year. Captain Drake said before he left Cleveland that he had hoped to get away a month ago, but had been prevented by business matters. He is a firm believer in the future of the McKinley Colonies and the beneficial effects of the waters and climate of the Isle of Pines.

Among the new arrivals at McKinley this winter will be Mr. and Mrs. John S. Crane, of Lakeport, N. H., and their granddaughter and husband. Mr. Crane is an inventor of knitting machinery, having devised the machine which knits seamless garments of all kinds in use in many American and foreign mills. Mr. Crane and his family will pass the winter at McKinley, having taken up land near the beautiful San Rosario Springs in West McKinley, which Mr. Crane will develop.

Mr. Geo. H. Ford, of Cleveland, will leave for McKinley, arriving early in January, and will proceed to develop his property in West McKinley near Rosario Springs. Mr. Ford will investigate certain business opportunities afforded by the great growth and development of Greater McKinley.

## The Manager's New House

The largest and most pretentious house now being erected is that of the company's general manager, Mr. E. E. Tolksdorff, which is being built on Tract 271, in East McKinley.

We had hoped to be able to report at this writing, the completion of the house. This being Mr. Tolksdorff's second attempt at house-building on the island, there was considerable natural curiosity among the settlers as to what new ideas Mr. Tolksdorff would have embodied in his house, and while there are many things still incomplete, yet the building is far enough under way for us to be able to report it as one of the prettiest and most complete houses in the McKinley Colony.

The main house is 48 feet 8 inches by 35 feet 4 inches, with a ten-foot veranda all around. The building rests on concrete piers and is raised two feet from the ground.

Unlike most houses, this structure has two stories, the first being eleven feet high. The interior finish is of native pine in its natural state. The walls are being covered with wood-pulp wall-boards, manufactured by the Beaver Manufacturing Company, of Buffalo, N. Y. The seams are covered by a narrow moulding. This is both desirable and beautiful, and adds greatly to the attractiveness of the interior. The arrangement of the house is unique and particularly adapted to this country and its climate.

As you enter, you find yourself in a capacious sitting room, so arranged that when the weather is hot you can always have a breeze, while for cool evenings or mornings, a pine log can be lighted in the concrete fireplace built on one side of the room. Back of the sitting room is a large dining room, opened on one side. To the left, as you enter the sitting room from the front is a bedroom; immediately back of this is a bathroom, daintily fitted up, and back of it another bedroom. To the right, as you enter, is a bedroom, and back of this a dining room to be used when the weather does not permit the use of the open dining room, and back of this, the kitchen.

Upstairs there are three large rooms which are not to be finished off as yet. The roof is gabled.

There is a well lined with concrete on which a windmill is to be erected.

Mr. Tolksdorff has ten acres all cleared and five acres plowed. He intends to set out five acres in citrus fruit trees, and the other five acres in a variety of fruit trees. Knowing as he does, how anxious prospective builders are to know what it will cost to build a good, substantial home which shall meet the needs of settlers, Mr. Tolksdorff has agreed to furnish us, when he is able to do so, an accurate statement of the cost of building his beautiful home.

## A Hint for the Isle of Pines Farmer.

Henry Diem recently sold the old Swearington homestead at $175 per acre, the top price for Nodaway county farm land so far as we have heard, says the Maryville, Mo., Tribune. Why did this land command this price? Listen: Henry Diem is an ideal farmer. He kept his farm in a high state of cultivation. He kept the fences up, the hedges trimmed, the buildings painted and he did not stop on the farm. He went into the public highway around the farm and cut the weeds in the road, kept the outside hedges well trimmed and also used the King road drag liberally. In fact he kept everything as neat as a pin. So when the purchaser came along, he found this ideal farmer in his ideal home, and it looked so good to him that he did not hesitate to pay the above price and was glad to get the chance.

## Just Ripening on the East Coast.

Rock Lodge—There will be about three-quarters of the crop of oranges here. They are just begining do ripen.

# WEST McKINLEY, ISLE OF PINES

## This Magnificent Property is Right Beside the Great McKinley Colonies, and Near the Immense 500-Acre Grapefruit and Orange Groves, Which Should Pay Large Profits Yearly to our Bondholders, as Explained Elsewhere Herein.

# THE AMERICAN DISTRICT OF CUBA

THE ISLE OF PINES COMPANY is the largest land-owning company in the ISLE OF PINES. Its immense estates comprise about one-third of the total area of the ISLE OF PINES, which is twice the size of an average American county—as for instance, Allegheny County, Pa.

THE ISLE OF PINES COMPANY does not claim that every acre of the land it owns is good, first-class land. It would be foolish to expect to find no waste land in an area of 150,000 acres.

But the ISLE OF PINES COMPANY is not selling its waste land—not at present. The company sells TODAY only its CHOICEST AGRICULTURAL LANDS—EVERY ACRE SOLD UNDER A GUARANTEE THAT IT CAN BE EXCHANGED BY THE PURCHASER AT HIS OPTION AS EXPLAINED IN THE COMPANY'S CIRCULAR.

After successfully establishing its big colonies the company will find a ready sale for such land as it might not find salable now, and AT A HIGHER PRICE THAN ITS FIRST CHOICE GUARANTEED LAND IS SELLING AT TODAY.

The financial standing and responsibility of the ISLE OF PINES COMPANY can be ascertained through the usual channels.

There are scores of settlers in the McKINLEY COLONIES who can tell you whether the ISLE OF PINES COMPANY'S WEST McKINLEY TRACT is good land or not. We publish their names—write to them if you wish, BUT ACT QUICKLY BEFORE THE PRICE ADVANCES.

# ISLE OF PINES COMPANY

## Owners of West McKinley and the Largest Land Owners in the Isle of Pines

### OFFICERS AND DIRECTORS

JAMES A. HILL, President; Director Isle of Pines Bank; Isle of Pines Steamship Company; Mount Vernon Trust Company and Publisher Encyclopedia Britannica and Warner Library of the World's Best Literature.....4th Ave. and 23d St., N. Y.

WILLIAM HILLMAN, Vice-President (President Revere Rubber Co.) 59 Reade St., N. Y.

J. D. POTTS, Secretary (Publisher).....East Orange, N. J.

S. H. PEARCY, Director.....Isle of Pines, Cuba

A. E. A. DE VEITELLE, Director (Globe Publishing Co.).....Mercantile Bldg., 4th Ave. and 23d St., N. Y.

## RISLEY BROS., Agents, 304 Brisbane Building, Buffalo, N. Y.

## Also Cleveland, Pittsburg, Philadelphia and Toledo.

### No Restrictions on Our Property.

We are sometimes asked if we impose any restrictions upon those who purchase land or Bonds in any of the McKinley Colonies.

In order to make our position clear in this matter we would say that there are no restrictions of any sort made in the purchase of our land or Bonds, so far as improvements thereon are concerned, except only, in the case of those town-lots which front right on the public square of the McKinley town-site and which must be improved within two years.

Those who purchase land are not required to improve their plantation tracts nor any part thereof. We have never found it necessary that our buyers plant a half nor a third nor a quarter of the land they purchase from us, nor do we compel them to make any contract with us to do any clearing or improving work from which we shall make a profit. We are quite willing to allow the matter of improving land to rest with the buyer. Our investors are the best judges of their own business and we do not attempt to dictate to them when nor where nor how much of their land they must improve. We do so much, however, to induce investors to bring their land under cultivation that there is now more acreage under development in Greater McKinley than in any other American Colony throughout the whole Republic of Cuba.

By actual count, there are about 1500 acres being cultivated in the McKinley Colonies and by the end of the present clearing and planting season there will be about 2000 acres under development, which includes the clearing and actual planting of land. There is no such quantity of acreage being planted by so many separate individuals in any part of Cuba or the Isle of Pines which shows that the investors in Greater McKinley have the right idea of cultivation and improvement and are not speculators who hug red-hot stoves in the North in winter while they sit around and wait for their land to increase in value on account of the improvements and developments that are being made on the adjacent property by their more ambitious and energetic neighbors. This is worth remembering when you are thinking of an investment, as the increase in value of YOUR PROPERTY will depend largely upon what the OTHER PEOPLE are doing IN YOUR NEIGHBORHOOD.

We attribute the development in Greater McKinley to the pace the Company has set in the cultivation of the big 500-acre Orange and Grapefruit Groves NOW RAPIDLY NEARING COMPLETION.

### A LETTER FROM DR. FURLONG.

McKINLEY, Isle of Pines, Dec. 2, 1907.

The Tropical Development Co.,

Gentlemen:—Will you kindly forward the enclosed to Mr. Christman. I do not know his address. Everything is lovely. We are building our houses—Mrs. Penfield and myself. Captain McLane is living on my land in a tent. His health is perfect ever since he came. He is having his land cleared. I have had ten acres all nicely cleared. Cost me $16.00 per acre. We are all well and will say the weather is simply perfect, just cool enough to be perfect. My garden is fine.

Hastily yours,
(Signed) M. G. FURLONG.

*Photo by Manager Tolksdorf.*

CLEVELAND PEOPLE AT MASON'S GROVES.

This shows one of the Grapefruit Trees with its branches propped up to keep them from breaking down under the heavy load of fruit.

### Baltimore Wants Oranges.

Baltimore, Nov. 8.—Orange hungry, the local market is in excellent condition for a splendid season with the Florida stock. There is a good demand for local use and for disposition in all the other ways that the dealers usually have. "We must have oranges," said the Stewart Fruit Co. "We must have oranges," declares C. J. Lambert. "Oranges; all we can get," cries Frank Hewitt of Hewitt & Co. "The market is wide open," opines Jones & Co.

There it is. Everybody wants oranges and few are securing them. With anything like fair weather prevailing prices should hold steadily around $3.50 for all the stock that is really good. For several days the market has been holding to the top figure and with another good week prices may advance still farther Grapefruit, too, is meeting with good sales and the demand is quite equal to the supply, the best stock bringing $6 without difficulty. The colder weather, due here most any day now, is expected to bring a still better demand for grapefruit, and the market should be in excellent condition by the first of next month.

### Thanksgiving Oranges.

Kansas City, Nov. 9.—The first orders of consequence for early California Navel oranges were placed this week for shipment the latter part of the week. The fruit is said to be desirable so far as quality and pack is concerned, although, of course, somewhat green. These orders were placed to secure supplies for the Thanksgiving trade. Most of the large jobbers in the Kansas City territory, it is said, have arranged for supplies for the holidays. The price on the best fruit delivered to points in this territory in a jobbing way ranges from $3.25 to $3.50 per box.

# THERE IS ONLY ONE CROP OF LAND

## A Few Fine Tracts Left to be Given FREE to Purchasers of Our Gold Bonds

**This is an Exceptional Opportunity to Buy Our Gold Bonds on Present Easy Terms and Secure an Acre of Land Free with Each Bond in the Original McKinley Colony**

## READ OUR GREAT OFFER

Owing to the fact that a few of our Bondholders have been unable to continue the payments on their Bonds and Land we have a few VERY DESIRABLE TRACTS OPEN FOR ALLOTMENT in the famous ORIGINAL McKINLEY COLONY.

The location of these tracts is shown on the large map of the Colonies. Some are near PORT McKINLEY, some near the TOWN-SITE and some near the big FIVE-HUNDRED-ACRE ORANGE GROVES we are planting.

We will allot these tracts ABSOLUTELY FREE to buyers of our GOLD BONDS—one acre FREE with each BOND. This is the plan upon which we founded McKINLEY, and it is still in force.

The price of our Bonds is $85 each if paid for over TWO YEARS on MONTHLY, QUARTERLY, or SEMI-ANNUAL payments. A discount of ten per cent. is allowed for yearly payments, or all cash at time of purchase, making the Bond cost $76.50.

TEN Bonds will, therefore, cost either $850 or $765, depending on how you pay for them. A ten-acre tract will be given free with TEN BONDS, or FIVE ACRES with FIVE BONDS.

### OUR 500-ACRE GROVES.

These Gold Bonds are secured by the 500-acre orange and grapefruit groves being planted by the Company. 27,000 trees are already set out and growing finely. The groves are owned by the Bondholders and the proceeds from the sale of fruit will be divided among the Bondholders as profits or interest on their Bonds.

Thousands of grapefruit trees (Isle of Pines Early Grapefruit included) are being set out in these big groves and at the rate of profit this fruit has sold at, should make those groves enormously profitable to the Bondholders.

Land in the ORIGINAL McKINLEY COLONIES is today valued at $100 an acre by its owners.

## TROPICAL DEVELOPMENT COMPANY

**Founders of McKinley and East McKinley and the Man-ig-ua Orange and Grapefruit Groves**

### OFFICERS AND DIRECTORS

GEORGE A. OTIS, Pres't (Pres't Stewart Heater Co.) 387-405 Norfolk Ave., Buffalo, N. Y.
JAMES A. HILL, Vice-Pres't (Pub. Encyclopedia Britannica) 44-60 E. 23d St., New York
MARC. W. COMSTOCK, Secretary (Attorney) - - 39 Erie St., Buffalo, N. Y.
FREDERIK A. FERNALD, Treasurer - - - 304 Brisbane Bldg., Buffalo, N. Y.
ALBERT B. YOUNG, Director (Manufacturer) - 1048 Niagara St., Buffalo, N. Y.
HORACE P. HAYES, Director (Wholesale and Retail Drugs) 312 Elk St., Buffalo, N. Y.

**Third National Bank, Buffalo, N. Y., and Isle of Pines Bank, Depositories**

THE FIDELITY TRUST CO., Buffalo, N. Y., Trustee and Registrar of Bonds

## RISLEY BROS., Agents, 304 Brisbane Building, Buffalo, N. Y.

**Also Cleveland, Pittsburg, Philadelphia and Toledo**


### Handsome Prices for Isle of Pines Fruit.

Every steamer from the Isle of Pines lately has brought from 100 to 200 boxes of grape fruit from the La Cieba groves of Mason Bros. and J. C. Lind, near Santa Fe. This fruit is being sold in the northern cities at $12.00 per box retail; $7.00 wholesale. It is of a handsome size and finest flavor. Some of it was put upon the Havana market during the late railroad strike and was eagerly bought up by local dealers. Planters, please sit up and take notice.—*Havana Post.*

### Pineapple Receipts Increase.

New York, Nov. 9.—Receipts of pineapples were materially increased this week and the season is now beginning to take on form. The Cuban receipts were swelled to 3,000 crates and while the fruit is still a little green, owing to the earliness of the season, it is otherwise firm, solid and of nice appearance.

An average range on all varieties, sizes 48s to 24s, is $1.50 to $4.50.

### Souvenir to Orange Growers.

Providence, R. I., Nov. 8.—Philip E. Eddy's November calender is out. This month the picture shows a farmer sitting on a fence in his barnyard watching the majestic Thanksgiving turkey strut by. The whole picture is in colors. Mr. Eddy usually has something to say about fruit on the reverse side. This time it is about Florida oranges. These little monthly souvenirs will be mailed to any fruit shippers who will apply to Philip E. Eddy, Pine and Dyer streets.

### Opinion of a Well-Known Buffalonian.

BUFFALO, N. Y., Dec. 7, 1907.

Risley Bros.,
304 Brisbane Bldg.,
Buffalo, N. Y.

Gentlemen:—I want to thank you for the fine grapefruit you sent me. I don't think I ever tasted finer fruit. The only disappointment was there wasn't enough of it. I don't think I could get too much of that kind. Thanking you again, I am

Yours truly,
H. B. BROWN.

### How Fruit is Contracted For.

New York, Nov. 9.—Adam Miller, who every year gives his personal attention to the sales of Florida oranges, grapefruit and vegetables, has about wound up his deal in winter products and is now ready for Florida. Earl Culbreth, who travels every year for Mr. Miller in Florida, is now in that state and will be there all winter. J. A. Burns is representing Mr. Miller at Clearwater and will have about 25 cars of oranges from that point. L. A. Taylor is at Wauchula and Mr. Miller will get 15 cars of the famous Smith brand oranges from that point. The first shipment from Clearwater was made last week.

## MEETING OF THE NEW YORK GREATER McKINLEY CLUB.

At a meeting held at the Hotel Cadilac, Broadway and 42nd St., New York, Dec. 11th, 1907, it was agreed that all the people interested in the development of the Colonies of McKinley, East McKinley and West McKinley, either as investors of the Isle of Pines Co., The Tropical Development Company, or the individual Bondholders, should and do appreciate the glorious advantage of our Isle of Pines, W. I., and its superiority over all other semi-tropics, especially as to climate, soil and water.

The above facts being positive, it becomes all of us to show the world our faith in the great future now opening up to all who will put their shoulder to the wheel and push. Therefore,

RESOLVED, That from now on, each one of us pledge ourselves to use all honorable means to keep our beautiful Island before the public, and to become as faithful to this new health resort as the Californians are to the Pacific Coast.

Let our Battle Cry be:

| | | |
|---|---|---|
| Isle of Pines and no irrigation. | VS. | California and irrigation. |
| Isle of Pines Dry in Winter... | VS. | California, Wet and Chilly in Winter. |
| Isle of Pines where all tropical fruit grows ..... | VS. | California Limited as to fruit on account of chilly winters. |
| Isle of Pines with Finest of water ..... | VS. | California with Inferior water. |

**ISLE OF PINES THE NEW LAND OF OPPORTUNITY!**

J. A. Hill, Fred A. Rogers,
Wm. A. Lewis, L. S. Bigelow,
F. W. H. Nelson, A. W. Miesse,
Thos. D. McElheine, C. A. Udell,
A. T. Baxter.

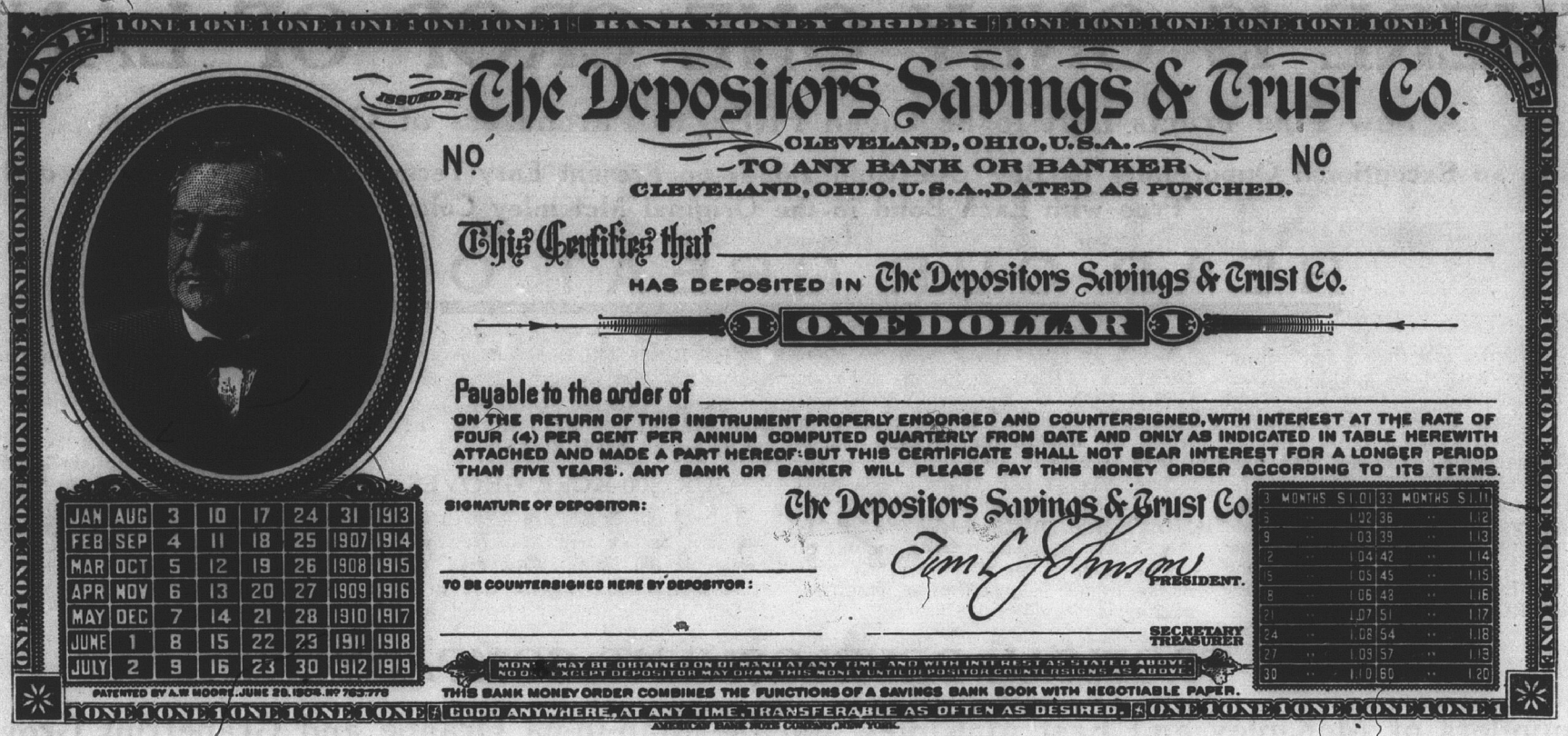
### Our Land Titles.

The title to the WEST McKINLEY tract is vested in the Isle of Pines Company as owners in fee simple, and is declared absolutely free from any lien or encumbrance. The records of the Registrar's office in the Isle of Pines show that the Company has bought and paid for in full and is able to pass a perfect title to all or any part of it.

All of the lands owned by the Isle of Pines Company were purchased from the Spanish or Cuban owners. They were not government or public lands.

All titles to these lands were searched by the distinguished law firm of Runcie & Manduley, of Havana, Cuba, who pronounced the titles to be perfect before Mr. Hill and his associates of the Isle of Pines Company purchased these great properties.

All contracts and deeds for land sold by us in WEST McKINLEY will be issued by the Isle of Pines Company direct, and will be signed by its duly accredited officers, so that purchasers of WEST McKINLEY land have the satisfaction of knowing that they are getting a deed exactly like the deeds issued to the investors who own land in the ORIGINAL McKINLEY COLONY.


ONE DOLLAR
BANK MONEY ORDER
ISSUED BY
The Depositors Savings & Trust Co.
CLEVELAND, OHIO, U.S.A.
NO
TO ANY BANK OR BANKER
NO
CLEVELAND, OHIO, U.S.A., DATED AS PUNCHED.
This Certifies that
HAS DEPOSITED IN The Depositors Savings & Trust Co.
ONE DOLLAR
Payable to the order of
ON THE RETURN OF THIS INSTRUMENT PROPERLY ENDORSED AND COUNTERSIGNED, WITH INTEREST AT THE RATE OF FOUR (4) PER CENT PER ANNUM COMPUTED QUARTERLY FROM DATE AND ONLY AS INDICATED IN TABLE HEREWITH ATTACHED AND MADE A PART HEREOF: BUT THIS CERTIFICATE SHALL NOT BEAR INTEREST FOR A LONGER PERIOD THAN FIVE YEARS. ANY BANK OR BANKER WILL PLEASE PAY THIS MONEY ORDER ACCORDING TO ITS TERMS.
SIGNATURE OF DEPOSITOR:
TO BE COUNTERSIGNED HERE BY DEPOSITOR:
The Depositors Savings & Trust Co.
PRESIDENT.
SECRETARY TREASURER
JAN AUG 3 10 17 24 31 1913
FEB SEP 4 11 18 25 1907 1914
MAR OCT 5 12 19 26 1908 1915
APR NOV 6 13 20 27 1909 1916
MAY DEC 7 14 21 28 1910 1917
JUNE 1 8 15 22 29 1911 1918
JULY 2 9 16 23 30 1912 1919
3 MONTHS $1.01 33 MONTHS $1.11
6 .. 1.02 36 .. 1.12
9 .. 1.03 39 .. 1.13
12 .. 1.04 42 .. 1.14
15 .. 1.05 45 .. 1.15
18 .. 1.06 48 .. 1.16
21 .. 1.07 51 .. 1.17
24 .. 1.08 54 .. 1.18
27 .. 1.09 57 .. 1.19
30 .. 1.10 60 .. 1.20
PATENTED BY A.W. MOORE, JUNE 28, 1904. NO 763,779
THIS BANK MONEY ORDER COMBINES THE FUNCTIONS OF A SAVINGS BANK BOOK WITH NEGOTIABLE PAPER.
GOOD ANYWHERE, AT ANY TIME, TRANSFERABLE AS OFTEN AS DESIRED.

## New Savings Bank Device—No Pass Book Used—Issued in $1, $5, $20, $100 and $1000 Denominations

### The Bank Money Order.

The Bank Money Order of The Depositors Savings and Trust Company combines the following features, all in one instrument:

1. Certificate of deposit.
2. An interest bearing certificate.
3. A personal check of the depositor.
4. A certified personal check of the depositor.
5. A money order.
6. A traveler's check.
7. A New York draft.
8. An evidence of savings deposit, without the use of a pass book.
9. A self-identifying instrument.

Colonists going to the Isle of Pines can place their surplus money in the form of their Bank Money Orders which draw 4 per cent, and at all times have New York Exchange in their possession, which means instant availibility for their money.

Colonists already on the Isle of Pines will do well to send for our booklet which tells all about this new method of savings banking, as it is especially adapted to their necessities. The booklet is free. Americans in Panama find this method the best for their use.

The above cut is full size. Send us any amount and indicate the various denominations you desire and we will issue Bank Money orders which draw interest at 4 per cent from the day of deposit for the full amount.

**The Depositors Savings & Trust Co.**
TOM L. JOHNSON, President
CLEVELAND, OHIO
U. S. A.

### Florida Citrus Fruits Sell Well.

Kansas City, Nov. 9.—Florida oranges and grapefruit are coming to this market in fair supplies and are generally meeting with a good demand. In a jobbing way the oranges are bringing $3.75 to $4, and grapefruit $5.25 to $5.50 per box. No Florida vegetables have been received here so far as it is a little early for the active season.

### Opinion of An Expert Fruit Buyer.

HOTEL EUCLID,
Cleveland, O., Dec. 4, 1907.

Tropical Development Co.,
306 Park Bldg.,
Cleveland, O.

Gentlemen:—It gives me great pleasure to say, that after having tried a sample of your "Isle of Pines Grapefruit," I find it to be far superior to any other grapefruit I have ever tried.

Yours very truly,
ANDREW E. HOPE, Steward.

### A Well-Known Cleveland Banker's Opinion.

THE DEPOSITORS SAVINGS & TRUST CO.,
Cleveland, O., Nov. 26, 1907.

Parent Bros., Mgrs.,
Tropical Development Co.,
Cleveland, Ohio.

Gentlemen:—After sampling "Isle of Pines" Grapefruit, I was so impressed with the excellent quality and flavor that I at once ordered a full box.

My regret is that I cannot get more of it until next year.

Very truly yours,
J. P. KRAUS, Treas.

### Mexican Oranges at a Premium.

Kansas City, Nov. 9.—Mexican oranges, on accout of the ripeness, are still selling at a premium over other kinds, the quotation this week being $5 per box. Some Jamaicas were offered at around $3.50.

Lemons ranged from $4 to $5 for the best Californias. No foreign stock is being offered here now on account of the poor quality of the recent arrivals.

### ISLE OF PINES FRUIT IN TOLEDO

Toledo has been given evidence of a new era in the commercial development of the Isle of Pines by Americans. The first shipment of citrus fruits to be handled by northern merchants was made to this city, and grapefruit from the Isle of Pines is on sale here.

Ninety per cent of the island, lying near Cuba, is owned by Americans, among them several Toledoans. The plantations are mostly in ten-acre tracts.

The development of the island has been rapid since it was demonstrated that citrus fruits could be raised for northern markets. A number of Toledoans have expressed their intention of taking up some of the tracts.—*Toledo News-Bee.*

### Pittsburg Investor Pleased With Our Grapefruit.

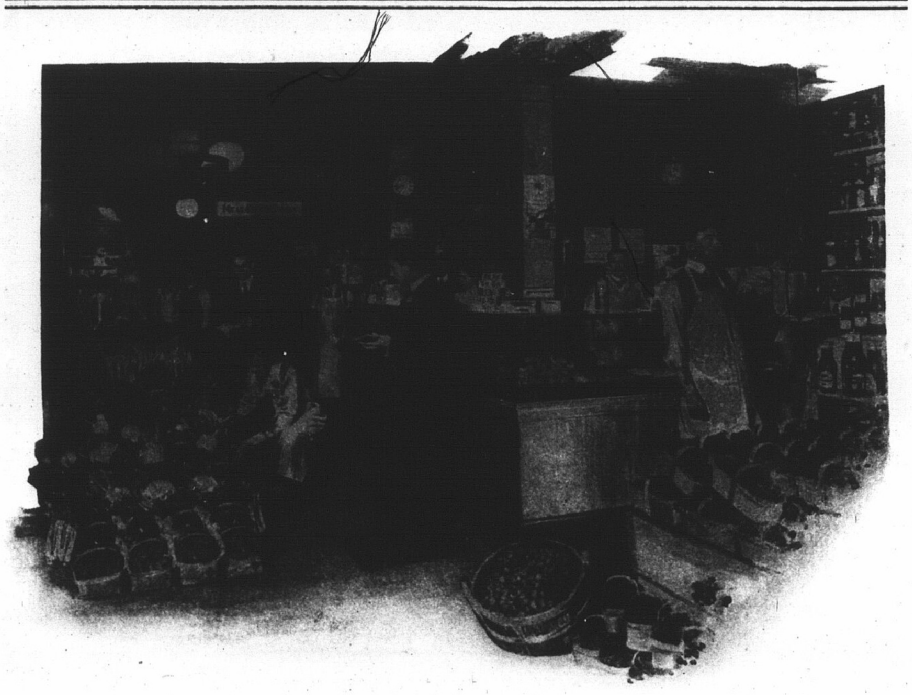
PITTSBURG, PA., Nov. 14, 1907.

Messrs. Risley Bros., Agents,
Pitsburg, Pa.

Dear Sirs:—I am pleased to inform you that the grapefruit I received the other day, cultivated in the Isle of Pines, is far superior in quality, and especially in flavor, to the Florida fruit I have had.

Wishing you success in your enterprise, I am

Respectfully yours,
(Signed) CHAS. J. COLLMAN.



Interior View of One of Chandler & Rudd's Handsome Fruit and Grocery Stores, Cleveland, O.

### LETTER FROM A FORMER EAST LIVERPOOL, O., MAN.

We are in receipt of a letter from Mr. C. W. Mayrs, now residing on Tracts 73 and 81, East McKinley, the contents of which would indicate that the settlers in the northern part of East McKinley have been extremely industrious. Considering that, with one exception, all the people mentioned in the following extracts from the letter referred to, moved to McKinley since the middle of September, the amount of work accomplished is remarkable. Mr. Mayrs writes as follows:

C. W. Morgan is clearing Tracts 87, 88, 89 and 90. Mr. and Mrs. Morgan are living in the house which was built while Mr. Morgan was at McKinley in the spring and summer and before his return to the States. He has a team of mules, wagon, plows, and a complete equipment for working his 40 acres. About 600 of his trees are already planted and doing well.

Mr. and Mrs. Swan are living in a tent on Tract 74, which he has taken in exchange for Tract 134. The work of clearing this tract is progressing satisfactorily and Mr. Swan will soon begin the work of planting some trees which have been ordered.

Mr. Chas. Sebelin has been working hard on the clearing of Tract 80 and is planting 20 trees recently received.

Mr. Will Mayrs and Mr. C. W. Mayrs have built a house on one of their tracts, but the letter does not state whether it is on Tract 73, 75 or 81. Will Mayrs is clearing Tract 75 which he purchased before he went to McKinley.

Mr. J. W. Usher is building a house and is clearing Tract 91. Mr. Usher is too busy to write but we are in hopes that Mrs. Usher or their daughter will drop us a few lines and tell us all about it.

Messrs. J. T. Hobbs and C. H. Wood are clearing Tracts 96 and 97. Mr. Hobbs has ordered lumber for a house to be built.

# Twelve Facts

## That are Proven by the Sale of 1907 Crop of

## ISLE OF PINES

# GRAPEFRUIT

## RAISED NEAR McKINLEY, ISLE OF PINES

FIRST: That the soil of the Isle of Pines is PERFECTLY ADAPTED to growth of Citrus Fruit, that is, GRAPEFRUIT, ORANGES, LEMONS and LIMES.

SECOND: That frost protection (as in Florida and California) and irrigation (as in California) are WHOLLY UNNECESSARY.

THIRD: That Citrus Fruits can be shipped **successfully** AT THE PRESENT TIME from the Isle of Pines to **New York.**

FOURTH: That the freight rate, including ALL CHARGES, is **much less** than between California and Florida and **New York.**

FIFTH: That Citrus Fruits raised in the Isle of Pines will reach the market in **good condition.**

SIXTH: That Isle of Pines Grapefruit and Oranges will **ripen** and can be shipped so as to be sold in the **earliest (October)** market, when they will bring the **highest price** BEFORE the California and Florida crops are marketable.

SEVENTH: That groves in the Isle of Pines will bear **marketable crops** when **four** years old.

EIGHTH: That the **returns** from such groves are over several Hundred Dollars per acre from five-year old trees, which are NOT in full bearing.

NINTH: That the man with a grove of **only seven acres** can market his crop as **readily, profitably** and **successfully** as the man with fifty acres.

TENTH: That a **ten-acre grove** will bring in a **life income** of **$10,000 a year.**

ELEVENTH: That although money was scarcer and the financial situation gloomier during October than at any time for many years, the **grower of Grapefruit** found his crop **as good as gold,**—no **panic** in these **prices** or **profits.**

TWELFTH: That **unskilled** and **inexperienced** growers can learn the business of Citrus culture in time to get a **handsome profit** from their **first crop.**

# YOUR LAST CHANCE TO BUY

# WEST McKINLEY LAND AT $35 PER ACRE

**Adjoining the famous McKinley Colonies, sold to and being settled by 800 Americans. High, dry, fertile soil, perfect titles, easy payments, ten per cent off for cash. Enormous increase in values certain to enrich early investors.**

# THE PRICE WILL POSITIVELY ADVANCE JAN. 1ST, 1908

**PICK OUT YOUR LOCATION ON THE MAP TODAY. YOU CAN CHANGE LATER IF YOU WISH TO. ONLY A FEW DAYS LEFT IN WHICH TO BUY AT THIS OPENING PRICE.**

**$1,000-AN-ACRE CROPS WILL CAUSE AN ENORMOUS INCREASE IN THE VALUE OF OUR $35-AN-ACRE LAND.—YOU CAN SAVE MONEY BY PURCHASING NOW.**

This number of the McKinley Herald is THE LAST that will be issued before the price of WEST McKINLEY land advances.

The sale of this magnificent tract began as soon as the first announcement was made a few weeks ago. Hundreds of acres are already allotted,, as only a FEW DAYS REMAIN IN WHICH TO PURCHASE WEST McKINLEY LAND at the present FIRST PRICE of $35 per acre, it is evident that those who DELAY will have to PAY MORE than those who BUY BEFORE JAN. 1.

## The New Large Map.

We have printed a large map of the THREE McKNLEY COLONIES which we will mail FREE to any address, on request. This map is of great value and importance and should be carefully studied by every prospective buyer.

All ten-acre tracts are numbered and laid out on forty-foot roads. The double lines represent roads—the single lines are boundary lines.

The names of nearly eight hundred property-owners will be found printed in red on their tracts. There is no other Colony in Cuba which can make such a showing as this.

The land at the forks of the Nuevas River has been reserved and will be surveyed in lots for a port this winter. PORT McKINLEY will be located between the two rivers at the point where they meet with EAST PORT on the right and WEST PORT on the left. The river at this point is about three hundred feet wide and thirty feet deep.

The land within the heavy red lines on the map is reserved, not because it is any better than the adjacent land, but because we expect to sell it later at a much higher price AFTER the surrounding land is sold out.

We are making a SPECIAL PRICE of $35 per acre to those who BUY NOW. Later, we expect to sell our unsold land at twice the sum. As stated, the QUALITY of the land is the same. It is simply a question of our getting a higher price after development is further advanced. AND YOU GET THE BENEFIT OF THE PRESENT FIRST PRICE!

There are no taxes on unimproved land in the Isle of Pines, the revenues being derived by a tariff on imports. None of our settlers have ever had to pay any land taxes.

The land bordering the sea-coast is better adapted for cocoanuts and bananas, being too moist for oranges, grapefruit, pineapples or vegetables, which do well on the higher, slightly rolling tracts further inland.

The Nuevas and Callejon Rivers are small but pretty streams of clear running water which is perfectly pure and drinkable. Their banks are usually firm and high—NOT low, marshy or swampy. Their bottoms are of sand and gravel. They are fordable almost anywhere south of the town-site. Mr. McGillis, one of our colonists, is said to have rowed a rowboat from the orange groves to the town-site, and it is believed the Nuevas River would be navigable for a launch over this course. The banks of these streams are bordered with many varieties of palms, and the tropical growth is very luxuriant and beautiful. ALL RIVER TRACTS ARE $40 PER ACRE.

Those who purchase NOW will be given FIRST CHOICE and will naturally get the BEST LOCATIONS close to the future PORT, the RESERVED LAND, the SPRINGS or the BIG 500-ACRE GROVES.

## Description of West McKinley.

This great tract of 10,000 acres, lying west of the Nuevas River, which separates it from the original McKinley Colony, is one of the finest bodies of land in the Isle of Pines.

In general appearance, it is a vast natural park, wooded with an open growth of pine and palm, precisely similar to the original colony lands before our work of development was undertaken there.

Its soil also is identical with that of McKinley—a loose, sandy loam, which experience has proven to be admirably adapted to orange growing or general farming.

Surveyed in ten-acre tracts, fronting on forty-foot roadways, and incorporated as a part of the original McKinley Colony, its allotment is certain to be rapid, and its speedy development is assured, for the same energy and effort that have contributed to the upbuilding of McKinley and East McKinley will be employed here.

Already, several hundred acres have been sold and a number of new settlers will locate on their tracts this winter.

## Present Price Only $35 Per Acre on Easy Payments.

THE PRICE OF THIS LAND TODAY IS $35 PER ACRE.

YOU CANNOT DUPLICATE THIS OFFER ANYWHERE IN THE WHOLE REPUBLIC OF CUBA.

REMEMBER THE LOCATION OF THIS LAND. IT IS RIGHT BESIDE THE ORIGINAL McKINLEY COLONY, WITH ITS GENERAL STORE, SAW-MILL, HOTEL, BLACKSMITH SHOP, ORANGE GROVES, AND SCORES OF AMERICAN SETTLERS READY TO BID YOU WELCOME.

The Nuevas River is fordable at all crossings, but at these points bridges will be built, and every tract in West McKinley will be accessible by a 40-foot road.

This land is similar to the land in the original McKinley Colony, and to the land on which Mason Brothers grew their famous Isle of Pines Early Grapefruit which has paid at the rate of $1,000 per acre profits. It is sold under our absolute guarantee that every acre is high, dry, and tillable, with the right of exchange for any other unsold acreage of equal price and size within one year from the time deeds are issued.

The cost of making, recording and delivering deeds amounts to $15 and will be collected from the purchaser at the time the deeds are to be made out.

We refer to 800 satisfied investors to prove our honesty and fair dealing.

## How Land Can Be Purchased.

As stated above, the present price of WEST McKINLEY land is only $35 PER ACRE.

This offer is made only to ACTUAL BONDHOLDERS of the Tropical Development Company, and if you are not already a BONDHOLDER, it will be necessary for you to purchase AT LEAST ONE PROFIT-SHARING GOLD BOND for each 10 ACRES OF WEST McKINLEY land you wish to buy. If you buy TWO BONDS, you have the right to purchase 20 ACRES; THREE BONDS, 30 ACRES; FOUR BONDS, 40 ACRES, and so on. No less than 5 ACRES and ONE BOND will be sold.

The par or face value of our PROFIT-SHARING GOLD BONDS is $100 each, and they carry with them a bonus of TWO HOUSE LOTS, 50x150 FEET EACH, or ONE BUSINESS LOT, 50x150 FEET, ABSOLUTELY FREE, in McKINLEY.

The present cash subscription price is $76.50 PER BOND, which includes the FREE TOWN LOTS.

THEREFORE, ONE BOND AND 10 ACRES OF LAND IN WEST McKINLEY WILL COST $426.50, if payments are made on the liberal installment plan we have devised, or a discount of 10 PER CENT on the price of the land is allowed where full cash is paid at time of purchase.

PAYMENTS may be made as follows: $106.63 DOWN and equal sums every four months thereafter, or 10 PER CENT OFF THE PRICE OF THE LAND IF YOU PAY CASH AT TIME OF PURCHASE.

All tracts bordering on either the Nuevas or Callejon Rivers, $40 per acre.

## A Few Days Left to Buy at This Price.

REMEMBER, we shall positively advance the price of our land Jan. 1st. WITHOUT FAIL, so you must act PROMPTLY or pay more if you delay. You will never have such a chance again. FORTUNES AWAIT EARLY INVESTORS.

## Today is the Day

to accept this offer. Send in your subscription for as many BONDS and ACRES as you can buy, BEFORE THE PRICE ADVANCES.

APPLICATIONS will be filled in the order received—FIRST COME, FIRST SERVED, and EARLY BUYERS will get the CHOICEST LOCATIONS. ALL money received after the price advances will be returned to the senders.

We reserve the right to refuse any undesirable purchasers, and to ADVANCE THE PRICE OF THE LAND WITHOUT FURTHER NOTICE.

## Isle of Pines Company.

**Owners of the West McKinley Colony Lands, and the largest Land-owners in the Isle of Pines.**

**and for the**

**TROPICAL DEVELOPMENT CO., Founders of McKinley and East McKinley, and of the Manigua Orange Groves (500 Acres).**

**Make all checks payable and address all correspondence to:**

**RISLEY BROTHERS, AGENTS.**

**OFFICES:**

**Buffalo, N. Y.: 304 Brisbane Bldg., 403 Main Street.**

**Cleveland, O.: 306 Park Bldg., 30 Public Square.**

**Pittsburg, Pa., 1107 Union Bank Bldg., Fourth Avenue and Wood Street.**

**Philadelphia, Pa.. 911 Weightman Bldg., 1524 Chestnut Street.**

**Toledo, O.: 424 Ohio Building, Cor. Madison and Superior Streets.**

**All offices open from 8 to 10 P. M. Saturday and Monday nights.**

# Documents in Evidence

## Isle of Pines Early Grapefruit

Grown near McKinley, Isle of Pines; shipped in October; sold by Chandler & Rudd, of Cleveland, at 20c each, netting the grower over $3.00 per box, or, on an average yield of five boxes per tree, over $1,000.00 per acre.

The Chandler & Rudd Company
Cleveland.

Nov. 2nd, 1907.

Tropical Development Co.,
306 Park Bldg.,
C i t y.

Gentlemen:-

We have received a shipment of Grape Fruit from La Ceiba, Isle of Pines, grown and packed by Mason Bros., Isle of Pines West Indies. The fruit is giving good satisfaction and we are retailing it at 15c and 20c each according to size.

Yours very truly,

GAR/NMK

The Chandler & Rudd Co

Nov. 18th, 1907.

Risley Bros.

# 1107 Union Bank Bldg.,

City.

Gentlemen:-

We were pleased, as well as our customers, with the quality of the Isle of Pines Grape fruit we sold last week, and have ordered another shipment from New York, which we trust will be just as good as first shipment. The quality is better than any other we have been able to get this season.

Yours respectfully,

Kuhn Bro Co

Dic.E.S.K.

HOME PHONE 7733.
BELL " " 2806.

LINCOLN J. HAYS.
CHOICE LIQUORS
FINE IMPORTED, CALIFORNIA & ISLAND WINES
TO THE TRADE & FAMILY USE A SPECIALTY.
GROCER-IMPORTER
509-511 ADAMS STREET.

Toledo, O.

Nov. 22, 1907.

Mr. B. B. Hiatt,

Mgr. Tropical Development Co.,

Toledo, Ohio.

Dear Sir:-

We are handling the Isle of Pines Early grapefruit along with the Florida fruit which we have handled for so many years, and it not only affords our customers something new, but something which most of them consider superior to the old. I have myself made the comparison and find that the Isle of Pines fruit exceeds the Florida fruit in flavor, absence of "rag" and toughness of skin, which insures the safer transportation of the fruit. We are getting the highest market price for this fruit, and affording our customers entire satisfaction.

Cordially yours,

Lincoln J. Hays,

JOHN P. KRAUS, TREASURER.
PAUL JONES, ASSISTANT TREASURER.
TOM L. JOHNSON, PRESIDENT.
LEOPOLD EINSTEIN, VICE PRESIDENT.
E. W. DOTY, SECRETARY.

CAPITAL $ 300.000.00. SURPLUS $ 75.000.00.

# The Depositors Savings & Trust Co.

TEMPORARY OFFICE 312 SUPERIOR AVE. N.E.

CLEVELAND, O. Nov. 29, 1907.

Parent Bros. Managers,

Tropical Development Co.,

Cleveland, Ohio.

Gentlemen:

I have helped to consume a part of a case of grapefruit from the "Isle of Pines" and would say that it is altogether the best grapefruit that I have ever eaten. The flavor is most excellent and the fruit most juicy.

Very truly yours,

B

E. W. Doty

TELEPHONE, MAIN 2228

# Richardson & Pomerene

Court Reporters and Stenographers

1525 Williamson Building

Cleveland, O., Nov. 5, 1907.

Mr. R. P. Risley,

Pittsburg, Pa.

Dear Mr. Risley:

Our attention was called to the big advertisement of the Tropical Development Company in the Sunday Plain Dealer, by some callers in the afternoon. We were surprised to see the prominence given to our names in it, but were more than delighted to learn that Grapefruit from Mason's grove was on sale here. I bought some of the fruit yesterday. It was fine. We feel a personal interest in it, - having seen the very place it came from.

We certainly will say a good word for the Isle of Pines, McKINLEY in particular, on every opportunity. We have faith in its great future and are glad we could secure five acres more in tract 332, - made my first payment on the eight additional acres today.

Thanking you for your kind letter, I remain,

Yours very truly,

Lura M. Pomerene.

The Chandler & Rudd Company

Cleveland. Dec. 2nd, 1907.

Parent Bros., Mgrs.,

Tropical Development Co.,

C i t y.

Gentlemen:-

We have recently re-ordered "Isle of Pines" Grape Fruit, several times. Our last order for fifteen boxes could not be filled owing to the large demand for the fruit, since it first came on the market, about Oct. 15th. We have received several orders for "Isle of Pines" Grape Fruit from several points in the state which we were unable to fill.

The "Isle of Pines" Grape Fruit is being sold entirely on its merits as the flavor and quality of this fruit excels the product grown in this country. There is a total absence of the quinine taste in the "Isle of Pines" Grape Fruit, which is so marked in the product coming from either Florida or California.

Yours very truly,

Frank Corbus.

Mgr. Fruit Dept.

# POSTAL TELEGRAPH COMMERCIAL CABLES

CLARENCE H. MACKAY, PRESIDENT.

# TELEGRAM

REGISTERED TRADE-MARK. DESIGN PATENT NO. 36369.

The Postal Telegraph-Cable Company (Incorporated) transmits and delivers this message subject to the terms and conditions printed on the back of this blank.

*Received at Main Office, Carnegie Building, Pittsburgh, Pa.* (TELEPHONES, 2900, COURT C. D. AND P. 2901, COURT C. D. AND P. 2902, COURT C. D. AND P. 1575, MAIN P. AND A.)

454 NY. RF. 35 COLLECT 611P # extra,

New York 7

Risley Bros.,

1107 Union Bank Bldg. Pgh. Pa.

Demand for isle of pines grape fruit greater than supply. Groves paying over one thousand dollars per acre profit. You should immediately advance price of land, present price too low.

Isle of Pines Co., J.A.Hill Prest.

# POSTAL TELEGRAPH COMMERCIAL CABLES

CLARENCE H. MACKAY, PRESIDENT.

# CABLEGRAM

REGISTERED TRADE-MARK. DESIGN PATENT No. 39999.

The Postal Telegraph-Cable Company (Incorporated) transmits and delivers this message subject to the terms and conditions printed on the back of this blank.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 20 S. D. 24 | G. WD. | 1037A. | 14. |

*Received at*

(WHERE ANY REPLY SHOULD BE SENT.)

190

*From* Habana, Nov 18-07.

Tedeco,

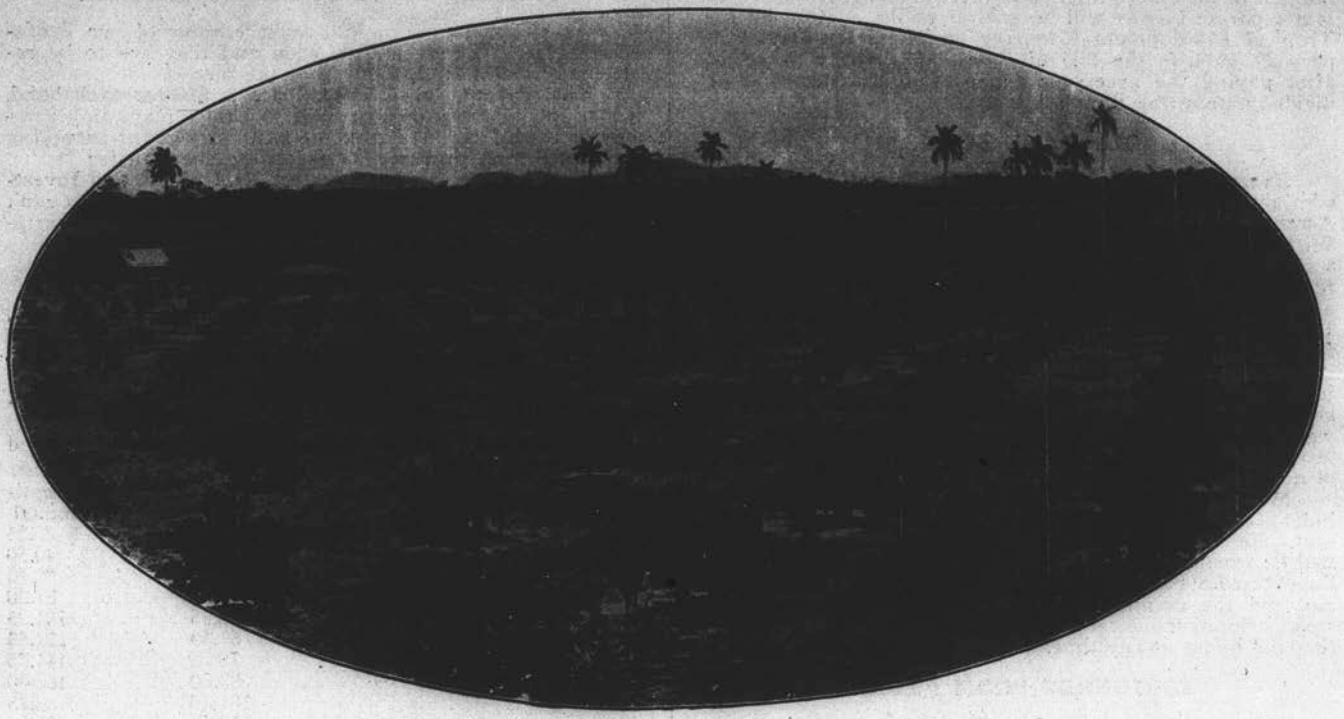
"Tropical Dev Co

1107 Union Blg, Pittsburg

Reported Isleofpines Land will advance in price account enormous grapefruit profits.

Danforth.

No Inquiry respecting this message can be attended to without the production of this paper. *Repetitions of doubtful words should be obtained through the Company's offices, and not by DIRECT application to the sender.*



## THE MANIGUA ORANGE GROVES AT McKINLEY, ISLE OF PINES.

**WOULD YOU LIKE TO BE A PART OWNER** in the group of magnificent orange and grapefruit groves shown above? Would you like to have a piece of land near by suitable for a **grove of your own?** You can do both with a moderate investment.

### EVERY ACRE OF THE GROVES WORTH $1,000.

The **Manigua Orange Groves** comprise **500 acres,** now **completely planted** with a total of 45,000 citrus trees, of which about 70 per cent. are Oranges and 30 per cent. Grapefruit. The first 100 acres were planted in the early months of 1906, the next 200 acres a year later, and the remaining 200 acres before the end of March, in 1908.

**These Groves** will undoubtedly be worth at least **$1,000 per acre** when in full bearing. California and Florida groves, exposed to frost, and the former requiring expensive irrigation, sell for **$1,000 an acre** and even **more.** Fertility of soil, frostless climate, sufficient rainfall and cheap freights by steamer to northern markets **are all in our favor.**

### THE LOCATION

is in the Isle of Pines, just south of Cuba, which possesses unrivaled advantages for growing delicious fancy fruits, including the most luscious **Oranges, Grapefruit, Pineapples, Mangoes, Guavas, Watermelons, Strawberries** and all kinds of **Winter Vegetables** which bring big prices when the snow is on the ground at home. California and Florida can't compare with the Isle of Pines—an island of eternal June where **Frosts, Floods, Blizzards** and **Cyclones** are **Unknown.**

We are **only 4 Days** from New York and the other principal northern cities, with fine, fast express steamers twice a week.

### OUR COLONY OF McKINLEY.

In this fertile island, the Tropical Development Company purchased a magnificent tract of 5,200 acres, lying between two rivers, and about two miles from the Caribbean Sea. Here we located a **townsite,** over a mile square, set apart 500 acres for the **Manigua Orange Groves,** and divided the remainder into 10-acre **plantation tracts.** In honor of **President McKinley,** during whose administration the Isle of Pines was opened to American enterprise, we have given his name to our island settlement. The townsite contains over 2,000 lots, divided into blocks by streets and avenues 100 feet wide. At the center is a **Plaza,** or public square, containing seven and one-half acres, which is to be planted as a **tropical garden** with all the beautiful palms, flowering shrubs and lesser plants that thrive in the Island. **Not a foot** of ground is taken from any town lot or plantation tract in McKinley for streets or roads. All the land for these and for the Plaza —more than 200 acres—**is given by the Company.**

Our Resident Manager and the first party of settlers reached McKinley in January, 1905. Now the homes of enterprising American families are dotted all over the tract, and there are **two hotels, a saw mill, blacksmith shop, general store, post office, school, bridges** at convenient places crossing the rivers and brooks, and many miles of **new roads** have been opened. Other public improvements are under way. Every house is surrounded by its own orange grove and garden. Many of the pineapple fields and some of the citrus groves are **bearing fruit.**

### OUR PROFIT SHARING GOLD BONDS.

In order to ensure the locating at McKinley of a mammoth grove which will be the chief industry of the place and a source of pride as well as of profit to every investor, we have planted the **Manigua Orange Groves,** and we are selling our **Profit-sharing Gold Bonds,** which entitle the purchasers to the profits of the Groves.

There are 5,000 of these Bonds, and each Bond is really **a share in the Groves,** so that the bondholders own the Groves, their title being held for them by The Fidelity Trust Company, as trustee.

**The Tropical Development Company** has guaranteed to **cultivate the Groves until 1914.** The Company will harvest and market the yearly crops of fruit and pay the net profits to the bond-holders. The Groves are laid out and

planted in 100 5-acre tracts and these tracts (each of which is a separate grove) will be sold at public auction by the Tropical Development Company on **McKinley Day**, January 29, 1914, in the Isle of Pines. The **entire proceeds**, after paying the necessary expenses of the sale, will be divided among the Bondholders.

## OUR LAND BONUS.

**Every Subscriber** to our **Profit-sharing Gold Bonds** who acts promptly will receive a **clear deed to Plantation Acreage or Town Lots**, which he can select for himself. With each $100 bond we give you the choice of one acre of fertile plantation land or a building lot (50x150 feet), at McKinley. The smallest amount of plantation acreage deeded is 3 acres, which is given with 3 bonds. **Proven orange land** in California, if it has irrigation rights and is reasonably free from frost, is worth $250 per acre. As all of our plantation tracts are free from frost and enjoy an ample, natural rainfall, the land that we are **giving away today** will be worth **at least $200 per acre** as soon as we have **established its reputation** for fruit growing by bringing our large groves into bearing **right in the midst of it.**

**McKinley** will grow into a thriving agricultural and industrial community as well as a **Winter and Health Resort.** Each building lot in the **Central** part of the town will be worth as much as an acre of planting land, and the **Suburban Lots** at least half as much. The amount of acreage and the number of town lots to be given away is strictly limited, hence we reserve the **right to withdraw** the land bonus at any time.

## DIVIDENDS FROM FRUIT.

The net profits from the sale of oranges and grapefruit, less 10 per cent. for management, will be paid twice a year to the **bondholders.**

After the trees come into bearing in the fourth year after planting, the average yield of 45,000 trees at 3 boxes of fruit per tree (a very conservative estimate) would be 135,000 boxes of fruit yearly. This will produce an average return of $135,000 a year at a profit of only $1 per box from oranges and grapefruit.

**Deducting** $35,000 a year for expenses after the groves begin to bear, and the balance is an average of **$100,000 net profit** a year for five years until 1914, when the groves are to be sold. This return of $100,000 will pay **Twenty Per Cent.** on $500,000, the total par value of the bond issue.

## BONDS REDEEMED AT $100 EACH.

The payment of an average of **twenty per cent.** a year on $500,000, the valuation of the Manigua Groves, will be an absolute guarantee of their great earning power. It means that the earnings will increase from year to year, and that in 1914 the profit will be **much more than twenty per cent.** for the year. Therefore, when the groves are offered at public auction to the highest bidder in tracts of 5 acres each, the sale of the entire **500 acres** at a total of **$500,000** or more is assured.

At this price for the Groves the Company can redeem the bonds at par and return to each bondholder **$100 for every bond** he owns.

## SUMMARY OF PROFITS FROM 11 BONDS.

Let us suppose that you decide to buy 11 Bonds and secure a Ten-Acre Plantation Tract and a Town Lot at McKinley:

| | |
|---|---|
| 5 years' average income from sale of fruit at $20 per bond on 11 bonds | $1,100 |
| Redemption of 11 bonds at par, $100 each, in 1914 by sale of Groves | 1,100 |
| 10-acre Plantation Tract of fertile, proven, orange, grapefruit, coffee, tobacco and winter vegetable land close to the Manigua Groves, worth $200 per acre | 2,000 |
| Building Lot in McKinley, 50x150 feet | 200 |
| **Total** | $4,400 |

## PRESENT PRICE OF BONDS $90 EACH.

As stated above, the par or face value of our **Profit-sharing Gold Bonds** is $100 each and they are to be redeemed in 1914 from the sale of the groves.

**The present Subscription Price is $90 for each bond,** which includes a warranty deed to choice plantation acreage or town-lots. We make no extra charge for surveying or transferring property, or recording the transfer.

**This is positively the greatest Real Estate and Investment proposition ever made.** It's an opportunity that can't last long. If you are wise you will send in your subscription **today** for as many bonds as you can buy.

## TERMS OF PAYMENT.

If you pay in full for your Bonds at time of Purchase, you get **10 per cent. discount.** But you can also pay for them by monthly, quarterly or semi-annual instalments covering two years. By vote of the Board of Directors a **discount** of 10 per cent. has been allowed **on semi-annual payments.** This may be withdrawn at any time.

The following table shows the instalments to be paid on the usual purchases of Bonds:

| | 24 Monthly. | 8 Quarterly. | 4 Semi-Annual. |
|---|---|---|---|
| 1 Bond | $ 3.75 | $ 11.25 | $ 20.25 |
| 2 Bonds | 7.50 | 22.50 | 40.50 |
| 3 Bonds | 11.25 | 33.75 | 60.75 |
| 4 Bonds | 15.00 | 45.00 | 81.00 |
| 5 Bonds | 18.75 | 56.25 | 101.25 |
| **6 Bonds** | **22.50** | **67.50** | **121.50** |
| 7 Bonds | 26.25 | 78.75 | 141.75 |
| 8 Bonds | 30.00 | 90.00 | 162.00 |
| 9 Bonds | 33.75 | 101.25 | 182.25 |
| 10 Bonds | 37.50 | 112.50 | 202.50 |
| **11 Bonds** | **41.25** | **123.75** | **222.75** |
| 12 Bonds | 45.00 | 135.00 | 243.00 |
| 20 Bonds | 75.00 | 225.00 | 405.00 |
| 24 Bonds | 90.00 | 270.00 | 486.00 |

From the Summary of Profits and Terms of Payment, it will be seen that an investment of **$891,** cash or semi-annual payments, **or $990** over two years in monthly payments, will bring you back **$4,400** in cash and property. Larger or smaller investments will pay in proportion.

## PRICE SUBJECT TO ADVANCE.

The Manigua Orange Groves are now completely planted. The trees first set out **are beginning to bear** and samples of their golden fruit have been received at our Buffalo office. Soon no faith will be required to see the successful outcome of our great undertaking. It is only fair that those who buy now should have the **advantage of their foresight,** while those who wait until later will have to pay $100 for their Bonds, if any remain for sale.

## FACILITIES AND IMPROVEMENTS.

The Isle of Pines is reached by rail from Havana across Cuba, 30 miles, to Batabano, whence **two steamers,** one owned by Americans, and one by Cubans, run to the Island. There is also an **American Schooner** that brings freight direct from Mobile. There is **telegraphic communication** with Cuba by a wireless system and thence to the United States by two cables. The island has a **custom-house, a bank, two courts, churches, schools, a newspaper, fine government roads,** and many **social organizations.**

## SEND FOR OUR PRINTED MATTER.

We will send free to any person who is interested, our prospectus, containing full information about the Isle of Pines, colored plates of tropical fruits, and many views from actual photographs, also a set of maps of McKinley, a copy of our newspaper—the **McKinley Herald,** and various circulars. **It will pay you** to look into this. **Write at once.**


# TROPICAL DEVELOPMENT COMPANY

**304 BRISBANE BLDG. - - BUFFALO, N. Y.**

**BOTH 'PHONES**

# SUBSCRIPTION FOR BONDS

—OF THE—

# TROPICAL DEVELOPMENT COMPANY

## AUTHORIZED CAPITAL $100,000

## THE FIDELITY TRUST COMPANY

### TRUSTEE

GENERAL OFFICES: 17 WEST SWAN STREET, BUFFALO, N. Y.

MANIGUA ORANGE GROVES: McKINLEY, ISLE OF PINES.

Purchasers of the Profit Sharing Gold Bonds of the Tropical Development Company will please write their answers to the following questions, sign their names to this application and mail it to the Company with a Post Office or Express Money Order, Check or New York Draft for the amount of their payment.

## PLEASE WRITE YOUR ANSWERS PLAINLY.

(Date).....190

QUESTION. How many Bonds do you wish to purchase?

ANSWER. I write to purchase.....Bonds at $70 each, for which I agree to pay a total sum of $.....

QUESTION. Do you wish to pay for your Bonds in full NOW and take a 10 per cent. discount on t above amount?

ANSWER. (Yes or No).....

QUESTION. Do you wish to pay monthly, quarterly, semi-annually or annually?

ANSWER. I wish to pay.....

QUESTION. How much are you sending us as your first payment with this application?

ANSWER. I am enclosing herewith $.....as my payment for the period mentioned above.

## Selection of Land Bonus Given Free with Our Profit Sharing Gold Bonds.

NOTE. Please consult our maps and select the Tracts and Lots you want. Fill in the numbers below for one more Choices. We will allot you one of these Choices, if possible. If all of these Choices are already allotted, we w give you property as close to your First Choice as possible. Please don't pick your Choices in a line, but scatter the

FIRST CHOICE. Tract No.....and Residence Lots No.....Block No.....and Business Lot No.... Block No.....

SECOND CHOICE. Tract No.....and Residence Lots No.....Block No.....and Business Lot No.... Block No.....

THIRD CHOICE. Tract No.....and Residence Lots No.....Block No.....and Business Lot No.... Block No.....

**SPECIAL NOTICE.** We guarantee that every acre of land we allot is HIGH, DRY and TILLABLE. The no choice as regards fertility. If, however, you wish to change the location of your tract or lots later, we agree to you in exchange for the property allotted to you, any other tract or lots you wish to select from our unsold and un served tracts and lots.

I hereby agree to the terms and conditions of the instalment Contract for Bonds to be issued to me unc this Subscription.

Signature.....

No. and Street.....

City.....

County.....

State.....

**Address all Correspondence and Make all Checks payable to the Company.**